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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

U. S. Department of Agriculture

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 1, 1930

Vol. 10, No. 1

AGRICULTURE SHOWS IMPROVEMENT
IN FOOD GROUPS.

Agriculture enters the new year with no depressing surpluses of food products to be worked off before the planting of the 1930 crops, according to the January 1 report on the agricultural situation, issued by the Bureau of Agricultural Economics.

Crops of the past year show an increased valuation of about \$85,000,000 over 1928, due mainly to the increased value of potatoes, and livestock sales show an increase of about \$90,000,000, practically all of which was in hogs. The most striking increase in crop values, says the bureau, is in potatoes, in that a crop nearly one-fourth smaller than in 1928 is valued at \$470,000,000, which is approximately double the value of the 1928 production.

Packers during the first ten months of the year paid \$936,000,000 for hogs slaughtered under Federal inspection, an increase of \$86,000,000 over the corresponding period in 1928. Cattle slaughtered under Federal inspection in the first ten months of 1929 brought \$716,000,000 as compared with \$718,000,000 the preceding year; and sheep and lambs brought \$131,000,000 as compared with \$126,000,000 in 1928.

The following excerpts from reports by States for the past year, received by the bureau from its field representatives, are quoted from the bureau's January 1 statement:

NEW JERSEY: "We may characterize this year as poor for general and dairy farmers, more or less successful for growers of white potatoes, peaches, and tomatoes for manufacture, and about an average year for other vegetables producers."

VIRGINIA: "The income of Virginia farmers for 1929 is expected to exceed their 1928 income by 10 or 15 per cent. This increase is largely due to better prices received for early potatoes and for dark tobacco."

MICHIGAN: "A more optimistic feeling than in other recent years seems to prevail in most sections of the State, especially in the commercial fruit, bean, and potato sections. The apple crop was larger and brought better prices than in 1928; while peaches, grapes, pears, and cherries brought much better prices and were handled with smaller labor costs which largely or fully offset the smaller production."

NEBRASKA: "As 70 per cent of the gross farm income is derived from livestock and its products, the future of Nebraska agriculture is linked closely with the future prices of livestock, and the situation at the close of the year is not so good as it was at the beginning."

KANSAS: "On the whole, 1929 was just a drab year for Kansas agriculture - some light to relieve the gray - but no deep gloom. The nearest approach to a high light is the constant procession of fat hogs moving to

market during the year. Almost every field crop fell below the records of the past two years in acre returns. There were no high prices for products of the field to relieve the monotony of the picture."

MINNESOTA: "It is very evident that Minnesota farmers will enjoy the benefits of a larger gross farm return from the crop-year sales of 1929-30 and the calendar year for milk, eggs, and livestock than for the same period one year ago. This increase appears to be quite substantial, although all data are not yet available."

SOUTH DAKOTA: "From the standpoint of crop production, 1929 was a below-average year in South Dakota. The composite yield of all crops was about 15 per cent below average."

UTAH: "The year 1929 was on the whole more favorable to Utah agriculture than 1928, for prices of some main crops averaged somewhat higher. The total gross valuation of all Utah's crops in 1929 is estimated at approximately \$2,000,000, or 5 per cent, greater than the total for 1928."

NEVADA: "The season for agriculture in Nevada closes with a gloomy outlook for irrigation water, but rains and snows of the coming months may develop a good supply before spring."

NORTH CAROLINA: "North Carolina farmers are in a most trying condition, in that most of the cash crops have not brought a return equal to the cost of production. One bright spot in the situation is that more interest is being taken in livestock, particularly in poultry and hogs."

GEORGIA: "Taking the State as a whole, farmers are better fortified with cash and supply crops than on this date one year ago. North Georgia has not quite held its own, while the greater part of the central territory, with the exception of peach growers, made substantial gains over the poor yields of last season. Southern Georgia is in the best shape of any section of the State, due to a greater diversity of cash crops that made good yields this year:"

ALABAMA: "Alabama farmers have this year cultivated more acres and produced larger crops of greater value than in 1928. The aggregate value of crops produced this year exceeds in value of last year by about \$15,000,000, while the value of fruits and nuts fell off a little over \$1,000,000."

FLORIDA: "The citrus crop of 1928-29 was the largest in the history of the State and came into competition with a record California crop. As a result, price per box was much below that for 1927-28 when the crop was unusually short. There has been no marked change in production of livestock."

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WISCONSIN APPOINTS R. A. PETERSON
AS COOPERATIVE MARKETING HEAD.

Ralph A. Peterson, Wood County (Wisconsin) Agricultural Agent has been appointed chief of the recently created Division of Cooperative Marketing in the Wisconsin Department of Agriculture. The new division was organized "to engage actively in merging cooperative associations in Wisconsin for the purpose of large-scale marketing." Mr. Peterson has been engaged in organization in the dairy field the past year.

FAMILY-SIZED FARM TO SURVIVE.
SAYS DEAN COFFEY.

Industrialized or corporation farming will never dominate the agriculture of the United States, although it may become a considerable factor, in the opinion of Dean W. C. Coffee of the Department of Agriculture, University Farm, St. Paul.

"The industrialist or engineer in agriculture," he says, is likely to suffer disappointment through failure to take full account of the biological nature of the agricultural industry. Weather and other biologic factors affecting agriculture require that the successful farmer must be more than an engineer.

"Banks, insurance companies and other institutions that are acquiring large amounts of land probably will form corporations for the operation of these holdings, and investors doubtless will give corporation farming a trial. Consequently, much will be heard about this type of agriculture during the next few years, but I am firmly convinced that it will never supplant the present family-sized farm."

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NEW YORK CITY MILK CONSUMPTION
INCREASED MUCH IN FIFTY YEARS.

Milk consumption in New York City has increased eight times in the last fifty years while population during the same period has increased three times, according to M. P. Catherwood of Cornell University.

Three grades of milk are sold in the metropolitan area. About 1 per cent of the milk is certified, and is produced under strict regulations. Most of this grade is used for infants, invalids, and by high-grade restaurants and hotels. About 20 per cent of the supply is Grade A milk which must be produced under rigid conditions and with a low bacterial count. Grade B milk of a somewhat lower quality makes up almost 80 per cent of the sales.

The people of New York City use an average of one pint of milk for each person daily. In Great Britain and in Germany only one-third of a pint a day is used.

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CONNECTICUT AGRICULTURE
HAS AVERAGE YEAR.

Connecticut agriculture as a whole has witnessed an average year, according to Commissioner of Agriculture S. McLean Buckingham who says that "the farm income during 1929, according to the best available estimate, was on a par with the average of the past five years, totaling approximately \$65,000,000. This amount is reached after deducting \$10,000,000 worth of hay, corn and oats which is fed to farm animals and credited to the income from milk and poultry."

PENNSYLVANIA SURVEYS
ECONOMIC TRENDS.

A study of the economic trend of the vegetable industry in Pennsylvania has recently been concluded by the Pennsylvania Department of Agriculture, and the results published in General Bulletin No. 483 issued by that department. The purpose of the publication, according to the authors, R. B. Donaldson and D. M. James of the Bureau of Markets, is to place before the vegetable growers a picture of the consumer demands in Pennsylvania cities, the demands of the local canning industry for vegetables and the production of vegetables grown for sale over a period of years, and to show the correlation of these trends.

The trend of carlot receipts of six leading vegetables in fifteen Pennsylvania cities has been gradually upward during the past eight years, according to the report. Other phases of the industry which are discussed in the report include the seasonal variation and supply of perishable products, carlot shipments, truck crops for manufacture, and relation of receipts to production. The trend of truck crops grown for sale the last ten years has been gradually downward, whereas a decidedly upward trend is shown for truck crops grown for canning.

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NEW YORK DESCRIBES
MODEL DAIRY FARM.

Following five years of study of dairy farming in New York, J. C. Neethling of the New York State College of Agriculture, describes the following as an ideal farm and farm business.

"The ideal farm," he says, "assumed to be successful, is in a south central New York county within 1.5 miles of the milk station. The soil is suitable for growing cabbages and peas. The farm employs on an average 2.4 men including the operator. It keeps a herd of 20 cows with a large number freshening from September to December. The livestock averages 25.1 percent of the total capital of the farm. The total crop acreage is 69 acres, and the size of the entire farm 169 acres. In poultry, 500 hens are kept; of these 300 are pullets.

"With a total capital of \$19,000 this farm has receipts of \$8,987 and expenses of \$6,555. The annual farm income, therefore, is \$2,432. After deducting 5 per cent interest on capital, a labor income of \$1,457 is left."

These results lead Mr. Neethling to conclude that if a beginner had started with a loan of \$20,000 he could have paid for this farm in eighteen years if he spent \$730 a year for cash living expenses.

"Such a farm," Mr. Neethling adds, "could get along without benefit of the farm relief board."

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"THE FARM REAL ESTATE SITUATION, 1928-1929," has been issued as Circular 101 by the United States Department of Agriculture. Other Department publications include Technical Bulletin 154, "A Method for Determining the Color of Agricultural Products, and Farmers' Bulletin 1069 entitled "Tuberculosis in Live Stock, Detection, Control and Eradication."

OHIO REPORTS ON MOTOR
TRANSPORTATION STUDY.

Motor trucks the last few years have displaced wagons to a great extent in moving livestock from Ohio farms, according to George F. Henning, Ohio Experiment Station, Wooster, Ohio, in Bulletin 440 just issued by that Station. When livestock was hauled to market by wagon, Mr. Henning says, the range of disposal was small. Now with the truck, livestock farmers can truck on past their former point of marketing and in many instances to the terminal market, or to slaughterers. The survey showed that 19 shipping points on three railroads in southwestern Ohio shipped relatively less livestock in 1928 than five years earlier, while 11 other points marketed 80 per cent of all the livestock marketed from all 30 points.

The bulletin covers the volume of livestock trucked, length of haul, sources of truck receipts at Cleveland and Cincinnati, rates, terminal expenses, and shrinkage on trucked hogs.

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ALABAMA SURVEYS
POULTRY PROFITS.

A study of 31 Alabama farm poultry flocks in 1927 showed an average net return per flock of \$204 when no deduction for labor was made, according to the Alabama Extension Service. In 1928 the average returns for 36 flocks calculated on the same basis was \$224. The net return per bird in 1927 was \$1.04 and in 1928, 74 cents. In 1927 the average labor income from poultry was \$56 on 55 small flocks, averaging 33 birds per flock. In 1928 the average return was \$59 on 82 flocks, averaging 41 birds per flock. In 1927 the net return was \$1.07 per bird and in 1928, 86 cents.

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CONNECTICUT ISSUES NEW
LABELING RULES.

Producers of Connecticut Newlaid Fancy Eggs will be obliged to seal all cartons, with the New England Quality Label, according to new rules and regulations issued by the Connecticut Department of Agriculture. The new rule became effective January 1.

During the past year 18 new poultrymen secured registry numbers from the Department of Agriculture to sell Connecticut Newlaid Fancy Eggs, which made a total of 81 producers selling this product. Nearly 750,000 New England Labels have been placed on egg cartons since the inauguration of the service in August 1928.

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"LOSSES IN SHIPPING OHIO LIVESTOCK" has been issued as Bulletin 433 by the Ohio Experiment Station, Wooster, Ohio. The bulletin tells how the amount of loss was determined, comparative losses at Cleveland and other markets, seasonal variation of losses, and the various factors that produce loss.

FREIGHT CHARGES MUST BE PAID BY PERSON
NAMED IN BILL OF LADING

New York Central R. Co. v. Stanziale

Court of Errors and Appeals of New Jersey.
Oct. 1929. (147 Atl. 457).

This was an action to recover a freight charge for an interstate shipment from the consignee named in bill of lading. In the trial court judgment was for defendant, and plaintiff appeals. Reversed.

The freight charge was for a shipment of grapes from California to New York. Defendant purchased the grapes and in the bill of lading was named as consignee. It developed that before arrival of the grapes at destination the defendant sold them to another party named Corrado subject to all freight charges. The bill of lading was delivered to him. In receiving the grapes on presentation of the bill of lading, Corrado did not pay the freight charges.

In reviewing the opinion of the trial court, it is stated that that court believed the railroad company knew of the sale to Corrado and on such belief reached the conclusion that when it delivered the freight without payment of the charges it thereby released the consignee. On this point the following is quoted from the decision here:

"Whether the railroad company knew of the sale of the grapes and the conditions of the sale we think unimportant. The shipment was under the Interstate Commerce Act of 1887 as amended; section 6, subdivision 7, of which (41 Stat. at Large, 474 - 49 USCA 6 -) provides that no carrier shall 'refund or remit in any manner or by any device any portion of the rates, fares, and charges' as 'specified in the tariff filed and in effect at the time'. The tariffs governing shipments of the grapes had been filed and were then in effect."

That act was designed to prevent discrimination by carriers in their rates in favor of preferred shippers and accordingly to make statutory rates which could not be controlled either by shippers or carriers. If in failing to collect charges the railroad company could release one liable therefor, it would defeat the purpose of the law and would be contrary to its provision that forbids remission of the legal charges. The courts have so construed this provision. Cases are cited in support of such construction.

It is held that when the defendant as owner exercised dominion over the shipment by delivering the bill to Corrado with implied authority to get the grapes he became liable for the charges, as neither he nor the railroad company could thereafter waive payment of freight charges.

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Vol. 10, No. 2

REPORT ON FARM OUTLOOKTO BE ISSUED JANUARY 27.

A report on the agricultural outlook for 1930 will be issued by the Bureau of Agricultural Economics on January 27. Increasing interest in the bureau's outlook work is shown in the fact that this year forty-one State agricultural colleges will be represented at the Washington conferences preceding the issuance of the report. Representatives of the Federal Farm Board also have been asked to participate in the work. Especial interest attached to the report this year in view of the gradual improvement in the farm situation the last four years and the recent slight letdown in industrial activity. Practically all States are planning to issue State or regional outlook reports and to hold farmers' outlook meetings, following the issuance of the national outlook.

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FARM BOARD URGES COTTONGROWERS TO CUT ACREAGE.

Declaring that last year's cotton acreage was too large, the Federal Farm Board has issued a statement urging cotton growers to restrict production to land that has produced at least one-third of a bale per acre on the average of the last five years. The Board says:

"The time has come for southern farmers to consider how much cotton they will plant next spring. Last year's acreage was too large. It was the largest planted acreage of any year in history, except 1925 and 1926. Nothing but crop failure in Texas in 1929 prevented a total yield of 16,000,000 bales in the belt. That is more American cotton than the world will take at a fair price.

"Some cotton farmers think that because the Federal Farm Board has been lending to cooperatives at an average of 16 cents a pound on middling 7/8 inch staple of the 1929 crop, the Board means to see to it that the price will be at least that much for the crop of 1930. This is not so. The Federal Farm Board cannot protect farmers when they deliberately over-plant.

"If southern farmers should raise their own food and feed and, in addition to that, should raise the food that southern city people eat so far as the climate and soil will let them, there would be small danger of any cotton surplus or of an unprofitable price. The Federal Farm Board recommends that southern farmers plant no cotton next spring until they have first provided acres enough for a reasonable supply of home-raised food and feed."

ILLINOIS STARTS STUDY
ON CORN HARVESTING COSTS.

A study of corn harvesting costs by the various methods now in use has been started by the Illinois Agricultural College in an effort to advise farmers as to the most economical harvesting methods. The study will include the costs of husking corn by hand from standing stalks, husking with mechanical pickers, filling silos with stationary and field silage cutters, husking from the shock and harvesting with livestock. A careful study of the use of mechanical pickers will be made from records secured on 28 two-row pickers and 68 one-row pickers in 1928 in addition to 50 two-row pickers and 75 one-row pickers in 1929. The United States Department of Agriculture is cooperating in this study.

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NATIONAL MILK SURPLUS
IS REPORTED BY CORNELL.

Declaring that there is a milk surplus throughout the United States, Cornell University is urging New York farmers to use on the farm every possible pound of milk in order to lower the surplus and help keep up prices, and to veal all bull and heifer calves which are not desirable for breeding purposes.

Last fall all the calves of the experimental herd at New York College of Agriculture that were not suitable for breeding purposes were vealed. The calves were started with about ten pounds of milk a day and this gradually increased to twenty pounds a day at the end of the feeding period. Under this system, it is pointed out, about two and a quarter pounds daily gain can be expected. At this rate the calf would weigh about 157 pounds in thirty days.

At twelve cents a pound the calf at thirty days would be worth \$13.84. The initial value was \$5. This leaves a margin of \$13.84 as the value of the milk used by the calf. According to the system suggested, the calf would use about 450 pounds of milk. The milk marketed by means of the calf at this figure would bring \$3.08 for each one hundred pounds.

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MISSOURI MAKING STUDY
OF FARM VALUES.

The field work on the first unit of an economic study to determine the relation between the earning value of Missouri farm land and the amount of improvement which that land must carry has been completed by O. R. Johnson and J. C. Wooley of the Missouri College of Agriculture. The study was made in a good farming region and is expected to represent that area where Marshall Silt Loam soils are predominant. Similar data are to be collected within two other regions of Missouri in the next two or three years.

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"Car-lot Shipments of Fruits and Vegetables from Stations in the United States for the Calendar year 1926 and 1927," has been published as Statistical Bulletin No. 27 by the United States Department of Agriculture.

BRITISH MAY SEEK EMBARGO
CN "LOW GRADE APPLES".

The possibility that the British Ministry of Agriculture may "make an effort to have an embargo placed upon all low grade apples," is indicated in a letter which has been received by J. H. Meek of the Virginia Division of Markets from F. A. Motz, London representative of the Federal Bureau of Agricultural Economics. The letter continues:

"Just how they are to conclude what the low grades are, I am yet unable to state. I do know, however, that as time goes on we can expect more or less of a general tightening up on the grades. As I mentioned to you before, altogether too many apples are being marked 'Unclassified'. I have repeatedly examined lots of apples stamped with the word 'Unclassified' which would easily have made U.S. No. 1. This method of classification is not very popular with the trade here as it leaves them no opportunity to trade on a descriptive basis. Almost every parcel has to be opened and the fruit sold on its relative merit. This, of course, is not necessary in case of boxed apples. Should the authorities here be successful in their proposal to place a ban on low grade fruit, it will mean that much work will have to be done in the States between now and next Fall to see that fruit is properly described."

Discussing the requirement that makes it necessary that all apples exported to England be inspected, Mr. Motz says:

"You doubtless have been informed as to the action taken by the British Ministry of Agriculture regarding the exportation of fruit infested with the apple maggot. The source of infection is, of course, confined to the New England States. However, the clause to include worm injury was made applicable to all sections. The apple maggot is not known to exist in England and furthermore the authorities do not wish to make its acquaintance. A special effort is therefore being made to see that this pest does not gain entrance into England.

"At first, there was some talk of placing an embargo on all American apples during the fall months. This was later changed to include all low-grade apples. However, after the exchange of several cables, the Ministry decided to accept the export form of certificate applying to shipments being moved for the balance of this season. The situation, however, has not been taken care of as far as next year's shipments are concerned, and this matter will undoubtedly come up within the near future."

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MISSOURI TO HOLD SERIES
OF OUTLOOK MEETINGS.

All sections of Missouri will be visited during February and March by the fifth annual series of outlook conferences under the leadership of the Missouri College of Agriculture, according to an announcement by that College. The present economic situation and the outlook for 1930 for all farm commodities will be reviewed. The College declares that in the four years that these outlook conferences have been held in Missouri, the meetings have been effective in helping farmers make their production plans. Last year, 32 spring conferences were held with an average attendance of 75 farmers.

FARM BOARD TELLS HOW FARMERS
MAY DERIVE BENEFITS OF NEW ACT.

James C. Stone, vice-chairman of the Federal Farm Board makes the following answers to the question which is uppermost in the minds of many individual farmers - "What will I have to do to derive the benefits of this legislation?"

"The first thing he will have to do, "Mr. Stone says, "is to join a local cooperative association, and if there is none in his immediate section he will have to organize one and see that it is organized under the terms of the Capper-Volstead Act and the Agricultural Marketing Act...These local co-operatives should then federate into regional associations and the regional associations should belong to the national commodity marketing sales organization. It is with these national sales associations that the Board expects to do business.

"As an example of why the Board has adopted this policy I might say that there are approximately 12,500 cooperative marketing associations in the United States handling different kinds of farm products, and the first national sales organization organized was the Farmers Grain Corporation..It is the object of the Farmers National Grain Corporation to provide the necessary storage facilities in terminal markets and sub-terminal markets so that the actual grower of the grain will have an organization of his own through which he can get all the service that is necessary in order to merchandise his grain in an orderly way, and feed it to the demand as the demand can take it at a fair price...All this seems to me to be founded on good sense and good business, and, in my opinion, will produce results for the farmer."

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VIRGINIA EMPHASIZES
GRADES AND STANDARDS.

The main activities of the Virginia Division of Markets are directed to cooperation in selling the product with emphasis on the important features of grades and standards, according to J. H. Meek, director, in the annual report of the Virginia Department of Agriculture and Immigration, just issued.

Director Meek declares that standard grades on practically every important agricultural commodity produced in Virginia are now available, and that the estimated value of products inspected during the past year is \$10,000,000.

"Virginia," he said, "is one of the two states east of the Mississippi River to have official inspection or grading of eggs," and that during the past year a total of 11,062 cars of fruits and vegetables received Federal-State inspection as compared with 6,557 in 1923. A marked increase in tobacco inspections is expected during the coming year.

The Virginia report has been published by the Virginia Department of Agriculture and Immigration, Richmond, Virginia.

CARRIER PERMITTING UNAUTHORIZED INSPECTION RESULTING
IN NO INJURY TO GOODS (HAY) IS NOT LIABLE FOR DAMAGES.

Hoffman v. Atchison, T. & S. F. Railway Co.
Supreme Court of Kansas, Nov. 1929 (281 Pac. 935).

It is held in this case that where the initial carrier transports hay in carload lots from one State to another and issues the uniform bill of lading providing that no inspection be allowed unless permission of shipper is endorsed thereon in accordance with the Carmack amendment to the Interstate Commerce Act and an authorized inspection of the hay is permitted by carrier without resulting in any injury to the hay but does result in refusal of the purchaser to accept same, the carrier is not liable to shipper for damages for breach of bill of lading contract.

Judgment in trial court was rendered against defendant railway company for damages sustained by plaintiff for breach of the bill of lading contract and railway's failure to comply with its subsequent oral contract made with plaintiff. Appeal from this judgment is made by railway company.

The bills of lading under which the two cars of hay were shipped contained a provision reading:

"The surrender of the original order bill of lading properly endorsed shall be required before the delivery of the property. Inspection of property covered by the bill of lading will not be permitted unless provided by law or unless permission is endorsed on the original bill of lading or given in writing by the shipper."

The shipper gave no such permission for inspection before surrender of the bills of lading but the railway permitted the commission company (consignee) to open the cars and inspect the hay, after which the commission company refused to accept the hay and take up drafts and bills of lading. In the petition of the plaintiff no allegation of actual injury to the hay or loss of any part of it is made.

Upon hearing of the refusal of the commission company to accept the hay the plaintiff went to Kansas City, the destination of shipment, saw an agent of the railway who assured him orally that the railway would see to it that the commission company paid for the hay or that the railway in the circumstances would pay the plaintiff; that upon such representation of the agent of the railway the plaintiff went home and made claim, demanding payment for the hay; that after filing such claim he received word from another officer of the railway that the claim would not be allowed and that the hay would be sold if not cared for by plaintiff; and that later the hay was sold.

In the opinion, the following question is raised: "Does the breach of the terms of the bill of lading in permitting an inspection of the goods in an interstate shipment render the railway company liable for damages

where there is no actual loss of goods or actual injury thereto?" On this point reference is made to the Carmack amendment to the Interstate Commerce Act which provides that any railroad receiving property for transportation interstate shall issue a bill of lading and shall be liable to the holder thereof for any loss, damage or injury to such property caused by it or by any railroad to which such property may be delivered, and no contract, regulation, etc., shall exempt such railroad company from liability thereby imposed.

In interpreting this provision several cases involving questions similar to that in this case are cited, in all of which it is held that the carrier was not liable for conversion, there being no damage to the goods. It is stated further that in such interpretations of the Carmack amendment damages are absolutely limited to the loss of goods or the injury done to them. In conclusion it is held that the petition in this case did not state a cause of action in alleging breach of contract by permitting an inspection of the hay and that the defendant was not liable even for nominal damages when there was no actual injury to or loss of any part of the hay.

H. F. Fitts

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NEW MEXICO REPORTS

ON EGG STORAGE STUDY.

On the El Paso egg market, white shelled eggs command a premium over brown shelled eggs. White eggs from commercial flocks were worth 30 cents a case, or 1 cent a dozen, more for storage purposes than brown shelled eggs from the same source. Commercial flock eggs were worth \$1.50 a case, or 5 cents a dozen, more for storage purposes than ordinary farm run eggs. Infertile white eggs from commercial flocks were worth 39 cents a case or 1.3 cents a dozen, more for storage purposes than fertile white eggs from commercial flocks. March and April are the most logical months for storing New Mexico eggs.

The foregoing are some of the conclusions reached by investigators for the New Mexico Experiment Station following a series of New Mexico egg storage studies, the results of which have just been published by that Station in Bulletin 177. Write the New Mexico Experiment Station, State College, New Mexico, for copies of the bulletin.

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Recent mimeographs issued by the Bureau of Agricultural Economics include the following:

"Buying and Selling Livestock by Grade," by C. E. Gibbons

"Marketing Maine Potatoes, Summary of 1928-29 Season, by John W. Coleman

"Marketing Michigan Potatoes, Summary of 1928-29 Season, by R. H. Shoemaker.

STATE AND FEDERAL

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IOWA SEEKS TO ORGANIZE POULTRY COUNCIL

The newest organization that is under way in Iowa which will probably have considerable influence on the marketing of poultry and poultry products, has been the tentative formation of an Iowa Poultry Council, according to a communication from Carl N. Kennedy, assistant secretary, Iowa Department of Agriculture.

The objects of the Iowa Poultry Council are to initiate and support legislation favorable to the development of the poultry industry; to initiate and conduct public campaigns in which the value of poultry and poultry products shall be featured; to encourage teaching, extension, and research work and to that end to cooperate and advise with the Federal and State departments and institutions, and to cooperate and advise with the Federal and State departments in regulatory measures.

Active membership in the Council may be obtained by an organization or society of State-wide scope which includes poultry or poultry products in their operation, as well as associations of distributors engaged in the distribution of eggs and poultry; associations of manufacturers engaged in the manufacture and distribution of poultry feeds, equipment and supplies; and others. Six poultry organizations in Iowa have taken an active part in setting up the requirements for the Poultry Council.

Final action in the organization of the Council is expected at Ames on January 29. Copies of the tentative constitution and by-laws may be obtained from Mr. Kennedy.

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WILLIAM B. DURYEE NAMED AS COLLABORATOR.

William B. Duryee, Secretary of the New Jersey Department of Agriculture, has been named by Secretary of Agriculture Arthur M. Hyde, as "collaborator" for the State of New Jersey, according to an announcement at Trenton, New Jersey, January 14. The announcement states that "an agricultural official in each State of the Union is being named by Secretary Hyde as a cooperating official to bring about closer relations between the Federal Department of Agriculture and the several States. The appointment of Secretary Duryee as a Federal collaborator will strengthen existing cooperative relations and insure greater efficiency in the prosecution of important agricultural projects."

NATIONAL COTTON SALES
AGENCY IS ORGANIZED.

Articles of incorporation of the American Cotton Cooperative Association, a \$30,000,000 farmer-owned and farmer-controlled corporation to act as a central sales agency for marketing cotton handled by the cotton cooperatives of the South, were filed at Wilmington, Delaware, January 13.

This is the third national commodity marketing organization set up under the guidance of the Federal Farm Board. The first to be established was the Farmers National Grain Corporation, now operating from headquarters in Chicago, and the second, the National Wool Marketing Corporation, with temporary headquarters in Washington. Other national associations are in process of formation. Through these central cooperative sales agencies it is hoped to control a sufficient volume of the different commodities to gain bargaining power for the producer in the marketing of them.

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PENNSYLVANIA CANNERS
BUY MORE GRADED TOMATOES.

Farmers in Pennsylvania sold over two and one-half times the tonnage of tomatoes to canners on the basis of Federal grades during the past season as were sold by grade in 1928, according to the Pennsylvania Bureau of Markets. More than 2,330,000 pounds of tomatoes were graded by State inspectors during the past season.

Six canneries in Pennsylvania have adopted the graded system of buying all tomatoes under State supervision.

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COMMERCIAL LAND MANAGEMENT
INCREASES IN ILLINOIS.

The growth of commercial land management has been so rapid during the past few years that more than thirty farm managers are now handling upwards of 200,000 acres of farm land in Illinois, according to H. C. M. Case of the Illinois College of Agriculture.

"Group farm management, in which there is central management of a number of farms belonging to different owners, represents the most important development in commercial farm management in the Corn Belt," Mr. Case says. "Much of the land under this type of management is in the hands of bankers and includes a considerable amount of 'trust land'. This type of management represents constructive agricultural development, and its future depends largely upon the character of the men who undertake the task of managing such land."

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Cost-of-Production Statistics of Strawberries in Southern and Eastern States," has been issued in mimeograph by the Bureau of Agricultural Economics.

GEORGIA COOPERATIVE POULTRY
MARKETING SHOWS INCREASE.

J. William Firor, head, Division of Agricultural Economics and Marketing, Georgia College of Agriculture, reports that "the informal cooperative poultry groups throughout the State assembled and sold 3,846,159 pounds of live poultry during 1929 at an f.o.b. shipping point value of \$889,203. This tonnage compares with 2,645,102 pounds in 1928; 2,662,063 pounds in 1927, and 905,662 pounds in 1926. This group cooperation has been fostered and developed by the extension forces of Georgia."

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TENNESSEE REPORTS SEVERAL
LINE OF ECONOMIC RESEARCH.

Economic research in cotton marketing, farm taxation, and in strawberry and sweet potato production and marketing is being conducted in Tennessee, as reported by C. E. Allred, head, Department of Agricultural Economics, University of Tennessee.

Mr. Allred reports six new additions to the economics staff this year. They are: G. H. Hatfield, assistant agricultural economist, who is at present devoting his entire attention to a study of cotton marketing in the State; P. B. Boyer, assistant agricultural economist, at present engaged in a study of farm taxation in Tennessee; A. C. Seymour, research assistant in agricultural economics, also engaged in a study of farm taxation and county government; W. C. Stone, research assistant in agricultural economics, who is working on the economics of the strawberry industry in Tennessee; B. F. Lucas, research assistant in agricultural economics, who is working on the economics of sweet potato industry in the United States, and A. E. Pugh, research assistant in agricultural economics, engaged in working with the agricultural statistician of Tennessee.

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GEORGIA MARKETS BUREAU
SELLS LARGE VOLUME OF PRODUCE.

The Georgia Bureau of Markets has announced through A. D. Jones, Director, that "the sales made by this department for Georgia farmers for the year 1929 totaled 1,358 cars, bringing a total of \$1,745,906.51. This is an increase of over 36 per cent over the sales for 1928. Poultry led the list with 248 cars; hogs were second with 538 cars, and sweet potatoes next. Besides making direct sales for the Georgia farmers and publishing the 'Market Bulletin', the Bureau of Markets cooperated with the U. S. Department of Agriculture in the inspection of fruits and vegetables and the issuance of crop and market reports. Daily reports were released during the peach and melon seasons, giving prices paid in the larger Eastern markets, as well as f.o.b. sales and daily car lot movements. The success of experiments in the storage of fresh peaches is also announced."

MISSOURI AGRICULTURAL BOARD
ISSUES ANNUAL REPORT.

Radio news broadcasts, farm products standardization, shipping point inspection, and the administration of the Commission Merchants' Law, are stressed in the annual report of C. P. Anderson, Commissioner for the State Marketing Bureau of the Missouri Board of Agriculture, just issued.

"Work in the establishment of standards and grades," Commissioner Anderson says, "was confined mainly to bringing about a better understanding of the grades established for eggs, strawberries, potatoes, and grapes. Egg grades were adopted and put into general use in Missouri during the latter part of 1928, and have been generally satisfactory. Grades for Missouri strawberries and grapes became effective and constituted the basis for trading during the 1929 season. The Fifty-fifth General Assembly passed Senate Bill No. 428, an Act which provides for the establishing of standards and grades for Irish potatoes and regulating fees for shipping point inspection. Standards and grades are now being prepared for live poultry.

"One hundred and fifty-one commission merchants have taken out licenses and executed bonds under the Commission Merchants' Act. One license has been revoked, one arrest and one conviction made."

Copies of the report may be obtained from C. P. Anderson, Missouri Marketing Bureau.

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PENNSYLVANIA EXPERIMENT STATION
REPORTS ON YEAR'S WORK.

Land utilization studies in northern Pennsylvania, milk marketing, methods of financing farmers' cooperative associations, and methods of marketing Pennsylvania potatoes are discussed in the 42nd annual report of the Pennsylvania Experiment Station, State College, Pennsylvania. Full details regarding these studies may be obtained from F. P. Weaver, Department of Agricultural Economics, State College, Pennsylvania.

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IOWA STARTS FARM REAL
ESTATE SITUATION PROJECT.

A cooperative project for an annual analysis of the farm real estate situation in Iowa has been entered into by the Agricultural Economics Section of Iowa State College and the Federal Bureau of Agricultural Economics. The College is also contemplating a cooperative long-time research program in connection with tenancy problems in Iowa.

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"Regional Changes of Farm Animal Production in Relation to Land Utilization," by Dr. O. E. Baker, has been issued in mimeograph, with charts, by the Bureau of Agricultural Economics.

FARM BOARD CAUTIONS AGAINST
OVER-PRODUCTION OF DAIRY PRODUCTS.

A warning against over-production of dairy products and an injunction to farmers to use their own butter and other dairy products in their homes are contained in resolutions adopted by the Dairy Advisory Commodity Committee and approved by the Federal Farm Board, according to an announcement by the Farm Board.

These resolutions, according to the announcement, and another cautioning dairy farmers to beware of promotional schemes for construction of physical facilities were submitted to the Board by the committee following meetings held in Washington, January 7 and 8, on call of the Board.

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THE EXTENSION SERVICE AND
THE FEDERAL FARM BOARD.

The following editorial appears in the January, 1930, issue of the "Minnesota Extension Service News." It is labeled, "The Extension Service and the Federal Farm Board."

"There is only one sound point of view that extension field workers can take in connection with the development of the plans of the Agricultural Marketing Act through the policies of the Federal Farm Board. That position should be one of intense interest in, and hearty support of, extending information as to the definite plans that finally will be developed for the consideration of the farmer in improving the marketing of his products. This is not to say that we stand ready to judge properly the final confirmation of these plans, but our support should go to the consideration of the policies and plans, so that farm people may have the opportunity of thoroughly understanding them.

"In other words, we are essentially in the position of representing the viewpoint of the Federal Farm Board, not by way of organizing groups into cooperatives, or herding farmers into contracts, or even asking them to sign contracts of any kind. But, as representatives of the Department of Agriculture, we are obligated to attempt to have the people with whom we are working thoroughly familiar with the various steps that will be proposed in the further development of the Agricultural Marketing Act. It is conceivable that we do not agree that such steps and plans will obtain the objectives sought, and we might differ personally with the policies proposed, but it is our duty to see that such plans and policies and steps are thoroughly explained to the people, when they are finally settled upon by the Federal Farm Board.

"We must remember that for eight years practically all groups urged the setting up of a farm board and some form of federal legislation to assist in marketing farm products. Without assuming any responsibility for the final success of such plans as may be developed, we owe it to the farm people to attempt to study and understand the entire situation that relates to any commodity, and, as teachers of new developments, we should be eager and keen to explain the various developments as they occur."

CARRIERS NOT REQUIRED TO HOLD TRAINS
TO PERMIT SHIPPERS TO COMPLETE LOADING

Stephens, et. al. vs. Chicago & N. W. Railway Co.

Supreme Court of Wisconsin, December, 1929 (227
N. W. 875).

This is an action to recover damages sustained through delay in the transportation of livestock. From judgment for plaintiffs the defendant appeals. Reversed.

Plaintiff shipped five cars of hogs from Lancaster to Madison, Wisconsin. The stock arrived at the Madison packing plant after the market had closed for the day on which shipment was made. The hogs were sold at the prevailing price on the next day, resulting in loss to the plaintiffs. This loss, according to the jury, was caused by unreasonable delay by defendant in transporting the stock.

The only question in the case, as stated in the decision, is whether there was such unreasonable delay as to render defendant liable for loss sustained by plaintiffs; that it is the duty of carriers to exercise due diligence to run their trains upon a scheduled time; that liability for failure to do so is not established by mere proof of delay; and that, at most, proof of delay does no more than place upon the carrier the duty to explain the cause of delay.

In this case it is stated that the proof clearly establishes the fact that delay in transportation was caused by failure of shippers to have their stock loaded in time to permit trains to depart on scheduled time. Furthermore, that carriers are not required to hold their trains to permit shippers to complete loading after the train arrives.

Testimony was offered by plaintiffs to show that it had been the usual custom for several years for trains to wait for stock to be loaded. As to this, the court stated: "When a custom as to the transportation of freight has been long established and is well known, the parties are supposed silently to adopt the custom as part of the contract unless it conflicts with its expressed terms." Plaintiffs further contend that bill of lading was supplemented by a verbal contract made by defendant's agent at Lancaster that the company would transport the shipment so that it would arrive in Madison in time for delivery at the packing plant before market closed on the same day. This contention, however, is over-ruled by the statement in the opinion that even if the proof did establish such a contract, the agreement cannot be made the basis of liability in this case because the bill of lading provides that "no carrier is bound to transport said livestock by any particular train or vessel or in time for any particular market, or otherwise than with reasonable dispatch."

It was found that the running time on the day in question was less than the regular schedule time and that the train would have arrived in Madison in time for the market had it not waited for stock to be loaded.

In conclusion it was held that proof does not sustain the jury's findings that there was unreasonable time in transporting the hogs.

H. F. Fitts

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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 22, 1930

Vol. 10, No. 4.

IDAHO REPORTS ON ECONOMIC RESEARCH PROJECTS.

Changes that have taken place in the production of beef cattle in Idaho, irrigated farming in selected areas in southern Idaho, farm organization and management in the Palouse area of Idaho and Washington, and prices, marketing and markets of Idaho dairy products are reported by Paul A. Eke of the Idaho Department of Agricultural Economics as subjects of active economic research now being made by that Department.

The beef cattle project includes a price analysis of the factors that influence the price of beef cattle at Portland. The manuscript covering the irrigated farming study will be ready for publication in March, this year. Publication of the Palouse farm management study by the United States Department of Agriculture is being sought, but Mr. Eke says that if the publication is in danger of being delayed, Idaho and Washington might publish it jointly. The dairy products price study will be completed sometime during the coming spring.

Projects now being considered by Idaho for future work include a cost study of sacking wheat versus bulk handling of wheat in combine harvesting in the Palouse wheat area; a poultry cost accounting route study near Caldwell and Twin Falls; a types of farming study to be conducted in Southern Idaho in cooperation with the Federal Bureau of Agricultural Economics; a study of the prices and markets of staple farm products of Idaho; a study of cooperative marketing of staple farm products of Idaho, and a study of the factors affecting efficiency in dairy herd management.

Detailed descriptions of the foregoing projects, together with an analysis by Mr. Eke of material gathered in connection with tractor and combine costs in the Palouse area, are continued in the report of the Idaho Department of Agricultural Economics for the period September 1, 1928 to December 1, 1929, copies of which may be obtained from Mr. Eke at Moscow, Idaho.

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H. R. TOLLEY IS APPOINTED ASSISTANT DIRECTOR, GIANNINI FOUNDATION.

The appointment of Howard Ross Tolley, assistant chief of the Federal Bureau of Agricultural Economics, to become Assistant Director and Professor of Agricultural Economics of the Giannini Foundation of the California College of Agriculture has been announced at Berkeley. Mr. Tolley is expected to assume his new post as soon as duties at Washington will allow him to leave his present position. The Giannini Foundation for Agriculture, made possible by a gift of \$1,500,000 by A. P. Giannini in February of 1928, is being developed into an intergal part of the California College of Agriculture.

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

MISSOURI REPORTS ON ECONOMIC PROJECTS.

F. L. Thomsen, associate professor of agricultural economics, Missouri College of Agriculture, reports as follows on current economic research at that College.

"The manuscript for a bulletin on 'The Cooperative Marketing of Fruits and Vegetables on the St. Louis Market' is now at the printers. 'A Partial Analysis of the Missouri Pig Survey Cards' which is concerned with the accuracy of the pig survey in this State and the changes made by farmers in various sections of the State, and having different sized sow herds, has been made. Tabulation and analysis of data bearing on 'Factors Affecting Local Prices for Farm Products' is almost completed. 'The Marketing of Stock Pigs' is now well under way. We are also cooperating with the Division of Cotton Marketing of the Federal Bureau of Agricultural Economics in a study of cotton grades and prices in Missouri. Preliminary work is being done on 'A Study of the Economic Position of the Dairy Industry in Missouri'. The manuscript for a circular on 'How Missouri Farmers Can Organize to Take Advantage of the Federal Agricultural Marketing Act' has been prepared and will probably be issued as an extension circular.

"Our extension marketing specialist, Mr. H. C. Hensley, is actively engaged in answering calls for technical assistance from Missouri farmers and organizations which desire to avail themselves of the provisions of the Agricultural Marketing Act. This is particularly true of the strawberry marketing associations.

"The usual series of outlook meetings will be held by the extension specialists in February and March. Plans are being made to connect outlook work more definitely with other extension farm management activities, since it is believed that outlook work is past the stage of the mere distribution of outlook information, which is now rather effectively handled in the State."

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CORNELL COMPLETES STUDY OF PRODUCE MARKETING COSTS.

New York City produce wholesalers return 90.5 cents of each dollar to country shippers or pay it for transportation charges; city distribution costs 8.4 cents, and there is a margin of 1.1 cents for salaries and net profits of the proprietors of the wholesale firms, according to M.P. Rasmussen, Cornell University, following a study of marketing facilities and costs in eastern cities.

Wholesalers dealing in potatoes, onions, apples, cabbage, and turnips," Mr. Rasmussen says, "take a gross margin of about 13 per cent, or about 4 per cent more than those handling highly perishable or package goods. Such margins may be reduced by grading according to rigid standards, and packing the produce at country points where labor is cheaper than at the terminal markets. Jobbers' margins are about 50 per cent higher than the wholesalers', the average margin on different New York markets varying from 10 to 16 per cent. In all jobbing markets, labor and management make up the largest item of expense."

Mr. Rasmussen suggests that wholesale and jobbing firms can reduce costs by consolidation into larger units, by careful analysis of operating costs, and by closer cooperation with retailers in solving market problems. Construction of union terminals is recommended to reduce distribution costs.

BETTER MARKETING METHODSURGED AT NEW JERSEY CONFERENCE.

Warnings that farmers of New Jersey and other northeastern states must unite and make a determined stand to hold their markets in the face of increased competition from the West were voiced by speakers at a farm marketing conference held last week at the New Jersey College of Agriculture and Experiment Station. The conference was called for the purpose of considering plans of the Federal Farm Board as they relate to New Jersey, and it was attended by representatives from more than 100 farmers' organizations, agricultural dealers, railroad representatives, and staff members of the agricultural college.

Opinions offered in the conference, according to a statement issued by the New Jersey Experiment Station, indicated that at least some of the state's farmers fear that western cooperatives, strengthened by the resources of the Farm Board, will prove an increasingly strong competitive factor in local markets. To meet this competition, it was urged that producers of the Northeast should unite in their marketing efforts, adopt higher standards and create and advertise a trade name.

Elmer H. Wene, President of the New Jersey State Board of Agriculture, proposed that a fund of \$100,000 be devoted to advertising the high quality of New Jersey farm products. Dr. Frank App, member of the New Jersey Farm Relief Commission, says that "unfair inequalities in transportation rates constitute a tremendous handicap to New Jersey agriculture in its attempts to compete with farm products from other sections of the country." Walter P. Hedden, representing the Port of New York Authority, recommended a program of research looking to the establishment of a current market information service which would estimate amounts of food products moving into markets from other producing areas as well as prospective changes in market demand.

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FARM BOARD TO STUDYNORTHEASTERN COOPERATIVES.

The Federal Farm Board has announced that a thorough study will be made of local farmers cooperative associations in the twelve northeastern states, in cooperation with the agricultural colleges, experiment stations, extension workers, and departments of agriculture in order to provide a basis for the establishment of sound regional cooperatives. It is expected that the results of the study will be available early next winter or by July 1, 1931 at the latest. The states include Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut, New York, New Jersey, Pennsylvania, Delaware, Maryland, and West Virginia.

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WISCONSIN SEEKS TO "MERGEMARKETING OPERATIONS."

"Merging marketing operations with the purpose of bringing about large-scale marketing of farm products, while preserving the one-family farm as a valuable social unit," is the objective of the Wisconsin Department of Agriculture in its recently established cooperative marketing program.

CONNECTICUT MARKETS BUREAU
TO STUDY PRICES.

A study of wholesale prices paid on Connecticut markets during the past ten years is to be made by the Connecticut Bureau of Markets. The information will be published in bulletin form and will mark the beginning of a second series of marketing studies covering the six large markets in Connecticut.

A detailed statement of the bureau's activities during the past year, in which the New England Farm Marketing Program is featured, has been published in the Fourth Annual Report of the Commissioner of the Connecticut Department of Agriculture, copies of which may be obtained by addressing the Commissioner at Hartford, Connecticut.

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WEST VIRGINIA ORGANIZES
MARKETING DEMONSTRATIONS.

A series of demonstrations in the production and marketing of truck crops has been instituted by the West Virginia Department of Agriculture in order to determine market requirements. Preliminary plans call for the planting of ten or fifteen acres of tomatoes this year, the packing and grading of these tomatoes in conformity with Federal grades, and subsequent marketing of the tomatoes in competition with tomatoes from other areas. Similar work is to be done in the production and marketing of cabbage, sweet corn, sweet peppers, melons of different kinds, strawberries and other small fruits.

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IOWA TO HOLD SERIES
OF OUTLOOK MEETINGS.

A series of outlook conferences is to be held in thirty towns in Iowa, beginning February 10, by the Extension Service of Iowa State College. Iowa farmers are especially interested in what effect the uncertainty of the present business situation will have on dairy farmers and cattle feeders. Long time programs, as well as the current year's needs, will be discussed at the outlook meeting.

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NORTH DAKOTA APPOINTS
FIELD AGENT IN MARKETING.

Harold Seielstad of the North Dakota Experiment Station staff in farm management has been appointed as field agent in marketing and rural organizations of the Extension Division of North Dakota Agricultural College.

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"Factors Relating to the Price of Idaho Potatoes," has been issued as Bulletin 166 by the Idaho Department of Agricultural Economics, Moscow, Idaho.

DELAWARE TO ISSUE REPORT
ON SWEET POTATO MARKETING.

A report giving the results of a study of the marketing of Delaware sweet potatoes will be issued soon by the Delaware Department of Agricultural Economics. The study has revealed that although Delaware produces only one percent of the sweet potatoes grown in the United States, the State ships nearly ten percent of all that are shipped. The report will contain recommendations for better handling of the crop.

Other research by the Delaware Department of Agricultural Economics includes a study of farm tenure in Delaware and a survey of taxation of Delaware farms. These studies are discussed briefly in the Annual Report of the Director of the University of Delaware Experiment Station just issued as Bulletin 162.

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GEORGIA MARKETS BUREAU
LISTS ACTIVITIES.

A. D. Jones, Director, Georgia Bureau of Markets, lists the major activities of the bureau, as follows:

(1) Publication of the "Market Bulletin", a weekly paper devoted to the farmers of Georgia for listing products for sale or purchase; (2) has representatives in each of the major cities of the State who secure market quotations; (3) maintains a sales force which makes direct sales of Georgia agricultural products; (4) formulates grades and standards for Georgia agricultural commodities; (5) cooperates with U. S. Department of Agriculture in inspection of fruits and vegetables, and issuance of daily crop and market reports; (6) enforces Peach and Apple Standardization Laws; (7) experiments in storage technique with a view to aiding in the erection of storage plants for fresh fruits; (8) issues press releases regarding crops and marketing; (9) broadcasts market information by radio; (10) has representatives who visit the various Eastern markets and advertise Georgia products.

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PENNSYLVANIA INSPECTS
FARM SEEDS.

More than 2,000 samples of farm seeds from the supply of 1,200 seedsmen in Pennsylvania were collected and analyzed during 1929 in the enforcement of the State seed law, according to the Pennsylvania Department of Agriculture. A report from the department's seed laboratory is to be effect that many farmers are careless about selling seed to other farmers in the community without the analysis required by law. Such farmers are liable to a fine of \$200.

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"Grain Grading, Development and Structure of Grades," has been issued in mimeograph by the Federal Bureau of Agricultural Economics; also "Foreign Trade of the United States, Annual, 1790-1929, Cattle, Beef and Beef Products."

IN CONGRESS:

- H. R. 8648, by Mr. Hope, authorizing the Secretary of Agriculture to acquire and disseminate information relative to protein in wheat.
- S.J.Res. 121, by Senator Brookhart, directing the Interstate Commerce Commission to readjust freight on farm products.
- H. R. 8563, by Mr. Vinson, to transfer the administration of the affairs of Federal intermediate credit banks to the Federal Farm Board.
- H. R. 8707, by Mr. Brand, of Ga., making it a felony on the part of any person, partnership, firm or corporation who is a party to any contract or agreement, oral or in writing, for the purpose of controlling prices of cotton and cottonseed, which has the effect of depressing or decreasing the prices of cotton and cottonseed.
- H.J.Res.209, by Mr. Lankford, authorizing the Secretary of Agriculture to make emergency loans to purchase seed, feed, fertilizers, plants, legumes, and nursery stock whenever and wherever he determines an emergency exists on account of the storm and flood conditions or drouth...
- S. 3090, by Senator Capper, to establish a market as a successor to Center Market in the District of Columbia. (H.E.8561) by Mr. Bosman, is for similar purpose.
- S. 2801, by Senator Steiwer, authorizing and directing the Secretary of Agriculture to investigate all phases of taxation in relation to agriculture.
- S. 2846, by Senator Brookhart, to prohibit persons making short sales of stock or agricultural commodities from using the mails and from engaging in interstate or foreign commerce.
- S. 2847, by Senator Brookhart, to provide for the licensing of corporations engaged in interstate or foreign commerce.
- S. 2848, by Senator Brookhart, to provide for the establishment of Federal cooperative banks and a Federal cooperative reserve system.
- H.J.Res.177, by Mr. Larsen authorizing the Federal Farm Board to loan \$50,000,000 from the revolving fund for production purposes during 1930.
- H. R. 7979, by Mr. Dallinger, to amend the Civil Service Classification Act. S. 2689, by Senator Brookhart is for a similar purpose.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

January 29, 1930

Vol. 10, No. 5.

FARM OUTLOOK FOR 1930.

Farmers must plan their production this year particularly in view of the outlook for prices of each product during the next marketing season and adjust expenditures carefully to maintain farm incomes, according to the annual agricultural outlook report for 1930 prepared by the Bureau of Agricultural Economics in cooperation with representatives of the agricultural colleges and extension services of forty-five States, and the Federal Farm Board, released January 27, 1930.

"The domestic market may improve later in the year, but it is unlikely that the demand for farm products in the summer and fall of 1930 will be as good as during last summer and fall," according to the report.

"There is little in the wheat situation in the United States and other countries at present to indicate that prices for the 1930 crop in the United States will be much different from those prevailing for the 1929 crop, unless fall-sown wheat suffers severe damage or the spring wheat acreage is reduced.

"Hog prices in 1930 are expected to average at least as high as in 1929, and possibly higher. A reduction in slaughter supplies is indicated but this probably will be partially offset by a decrease in foreign and domestic demand for hog products.

"Beef cattle raisers who contemplate expanding production are faced with a general tendency to increase the number of cattle and with a downward trend in prices over the next decade. The underlying dairy situation is not as bad as would appear from present prices, but unless dairy herds are closely culled and more heifers sent to slaughter there will be a further increase in the size of dairy herds in 1931 and 1932.

"The high point in the expansion of the sheep industry has been reached and it is unlikely that prices for sheep and lambs can be maintained at the high levels of the last three or four years. Some reduction in world wool production is expected by 1931, and it is likely that demand will have improved by that time. Domestic consumption of mohair is expected to increase but not enough to support prices at high levels.

"The present outlook for poultry and eggs does not justify any increase in production of chickens over 1929, either for eggs or meat, unless producers are willing to face the prospect of reduction in price levels.

"Commercial production of apples is expected to continue to increase gradually over a period of several years, and new plantings are justified only where there are unusually favorable conditions for the production of high quality fruit.

"Potato growers report that they intend to plant an acreage six per cent larger than was planted last year, apparently forgetting the unprofitable season of 1928. The high potato prices being received now are not the result of a low acreage last season, but are due almost entirely to adverse weather conditions last summer. If the intentions for 1930 are carried out, prospects are for lower potato prices after the first of July."

Printed copies of the complete Outlook Report will be available about February 10.

NEW JERSEY REPORTS ON
CANNERY INSPECTION WORK.

Expansion of the cannery tomato inspection service which was inaugurated by New Jersey Department of Agriculture the past season, and which involved the handling of more than 6,000 loads of cannery tomatoes, is expected by William B. Duryee, Secretary of Agriculture for New Jersey. The inspection service, conducted experimentally, was provided at the Bridgeton plant of P. J. Ritter Company. All loads of contract tomatoes passed by the inspection platform and were inspected on the basis of the United States grades for cannery tomatoes.

Secretary Duryee reports that "similar service was developed several years ago at canneries in Indiana, Pennsylvania, New York, Maryland, and Colorado. At many plants in these States the purchase of tomatoes on grade or at a price determined by the quality of the individual load, has become the established basis which has made obsolete the previous method of flat contract price. Under this new method which stipulates a fair price for the No. 2's, a considerable premium for No. 1's, and nothing for culls, the great majority of growers have averaged a greater return per ton than under the flat contract price."

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ILLINOIS REPORTS GROWTH
OF FARM MANAGEMENT SERVICE.

Eagerness of Illinois farmers to put their operations on a paying business basis is reflected in the past five years' growth of the farm bureau-farm management service inaugurated by the Illinois College of Agriculture, says H. C. M. Case, head of the farm organization and management department.

The service was begun in 1925 with an enrollment of 240 farmers. Now there are 640 farmers enrolled. The cooperating farmers pay the major part of the local expense.

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ALABAMA CURB MARKETS
SELL LARGE VOLUME.

More than one million dollars worth of miscellaneous farm products have been sold direct from producers to consumers by the curb market method since the first curb market in Alabama was established six years ago at Gadsden, says Miss Helen Johnston of the Alabama Polytechnic Institute. There are now 21 curb markets in the State. Sales last year aggregated \$406,316.11.

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NORTH DAKOTA TO HOLD
OUTLOOK MEETINGS.

Twenty-six county agricultural outlook meetings, starting February 10, have been scheduled by Rex E. Willard, extension farm economist of North Dakota Agricultural College. Nine of the 26 meetings will be held in conjunction with county economic conferences this winter.

TENNESSEE UNDERTAKES EGG
STANDARDIZATION PROGRAM.

The Tennessee Department of Agriculture in cooperation with the Bureau of Agricultural Economics is putting into effect an egg standardization program at 12 shipping points, according to Nelson B. Rue of the Tennessee Division of Markets. The plan contemplates the buying of eggs on grade and the issuance of certificates on shipments for four concerns which will cooperate in the work.

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CALIFORNIA SAYS PEAK PRICES
PASSED IN SHEEP INDUSTRY.

Sheep numbers have increased too rapidly and all conditions indicate that peak prices in lamb and wool have passed, according to Prof. E. C. Voorhies of the University of California division of agricultural economics.

"I believe we will see more pronounced increases in production during this year," Prof. Voorhies says. "That is why I have made the statement that I do not believe the sheep industry will show as favorable a balance sheet in 1930 as it did in 1929."

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MAINE REPORTS RESULTS OF
BLUEBERRY FARMS SURVEY.

The average farm income, or the difference between receipts and expenses, on 239 blueberry farms in Washington and Hancock Counties, Maine, for the year ended March 31, 1927, was \$637.15, says the Maine Experiment Station in a report of a survey on these farms. Interest at five per cent on the average investment amounted to \$231.40, which, when deducted from the farm income, leaves \$405.75 as an average labor income.

The average capital per farm was \$4,627.95. This capital consisted of \$3,997.67 in real estate, \$301.63 in livestock, \$271.10 in machinery, and \$57.55 in feed and supplies. The average value of blueberry land per farm was \$962.85 or 24.08 per cent of the real estate value.

Full details of the survey have been printed by the Maine Experiment Station in Bulletin 351 entitled "An Economic Study of 239 Blueberry Farms". Copies of the Bulletin may be obtained from the Station at Orono, Maine.

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NORTH DAKOTA ISSUES
BULLETIN ON PRICE CYCLES.

Price cycles, seasonal changes in price, and farm price of commodities and prices paid by farmers are discussed in Bulletin 232, entitled "Prices of North Dakota Farm Products" just issued by the North Dakota Experiment Station, Fargo, North Dakota. The authors of the bulletin, O. M. Fuller and Rex E. Willard, declare that at no time since 1921 has the general level of farm prices in North Dakota been high enough to provide 100 per cent purchasing power of farm products. Grain prices reached a purchasing power of 100 per cent in 1925, and livestock product prices reached 100 per cent purchasing power in 1928, but both groups have not reached 100 per cent at the same time.

TEXAS REPORTS RESULTS
OF ECONOMIC RESEARCH.

Eleven economic projects in ranch organization, cotton marketing, the marketing of winter vegetables, and related subjects are discussed in the Forty-first Annual Report of the Texas Agricultural Experiment Station, covering the year 1928. Much of the data collected is being prepared for publication in bulletins.

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MECHANICAL INJURY IN MAIN
CAUSE OF GRADE DEFECTS IN POTATOES.

Mechanical injuries, principally cuts and bruises, constitute the principal grade defects in 41 per cent of all cars of potatoes inspected, according to F. G. Robb, Federal Bureau of Agricultural Economics. Growers can help control mechanical injury to potatoes, Mr. Robb says, adding that "if potatoes were handled with anything like the care given apples, the enormous losses resulting from cuts and bruises could be very largely eliminated.

"Pickers sometimes throw potatoes considerable distances into baskets which in turn are poured into barrels without any effort to prevent bruising. These barrels are frequently emptied into bins where the potatoes drop several feet before striking the floor or the other potatoes on the pile. They are sometimes dropped two feet or more from grading machines into barrels or sacks. Such practices are particularly serious in northern states where the shortness of the season compels early digging in order to avoid freezing in the fields. Such potatoes have tender skins and are full of moisture. Bruises resulting from rough handling of such potatoes frequently cause radiating cracks which may extend a half inch or more into the tuber. Such bruises form ideal breeding places for bacteria and the various fungi which cause decay."

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EXTENSION REPRESENTATIVES
PROPOSE CHANGES IN "OUTLOOK PROCEDURE.

State representatives at the Washington, D. C. outlook conferences made the following recommendations for procedure in connection with next year's outlook work:

(1) That the 1931 conference be held in January, 1931, and that provision be made for attendance of representatives of the Extension Services of every State and Hawaii; (2) that five district conferences be held: for the Northeast group of States; for the New England group; for the Southern group; for the Central group; and for the Western group; (3) that the printed Outlook Report include a list of current economic publications and releases of the Bureau of Agricultural Economics; (4) that State figures on acreage, yield, production, price, stocks on hand, intentions to plant, etc., be attached to the preliminary drafts of the Outlook Reports and to the mimeographed copies of the final reports; (5) that the National Outlook Report be published in two forms: (a) a report with ample supporting data intended primarily for the use of economic specialists; and (b) either

a printed bulletin, or a series of popular commodity reports in strictly popular form, for general distribution to farmers ,and (6) that a special report on the hog situation and one on feeds in the fall months be prepared in September of each year.

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NEW YORK INSPECTION AT
"FOOD FACTORIES" INCREASES.

The inspection and certification service of the New York Bureau of Markets at canning and other "food" factories, is reported by H. Deane Phillips, Director, to be developing rapidly. This work covers juice grapes, tomatoes, spinach, and cherries.

"The juice grape inspection, "Mr. Phillips says," was conducted both at factories and at certain shipping points where juice grapes were being loaded for shipment to the same factories. Of the five factories receiving inspection on tomatoes, four paid the growers on the basis of the grade determined by the inspection; at the other factory, the work was considered as experimental to determine for the benefit of both the factory and the grower the quality of the tomatoes delivered at the flat contract price.

"The inspection of spinach delivered for canning purposes was also in the nature of an experiment, no official U. S. Grades having been devised for spinach. The work was partly to aid in formulating such grades on a practical basis. The contracts of the factory with the growers, providing against certain defects, were used as the basis of the inspection and the result appears to have been satisfactory to all concerned. Price to the grower for good quality spinach is reported to have been increased approximately \$6 per ton as a result of the service, while the factory was able to produce a more uniform pack than formerly.

"The immediate reason for the cherry inspection was to prevent the packing of cherries infested with maggots, but the primary objective was to secure data for the U. S. Department of Agriculture to aid in devising official grades for use next season, most of the factories having indicated a desire to contract with the growers on such a basis.

"All inspection service at factories was operated on a cost basis, the factory reimbursing the State at the end of the season for the salaries and expenses of the inspectors furnished and paying ,in addition, an overhead charge of \$5 per week per inspector. Requests already received for the service next season indicate a decided demand for its further expansion."

Mr. Phillips reports that of juice grapes, approximately 28,000,000 pounds was inspected at 4 factories last year as compared with 22,500,000 pounds at 5 factories in 1928; of tomatoes, more than 9,500,000 pounds was inspected at 5 factories compared with 3,400,000 pounds at 1 factory in 1928; of spinach, 1,400,000 pounds was inspected at 4 factories, and of cherries 9,600,000 pounds at 24 factories. There was no inspection of spinach and cherries at factories in 1928.

Other phases of the work of the New York Bureau of Markets last year will be reported in a forthcoming issue of "Marketing Activities".

IN CONGRESS:

H. R. 6153, by Mr. Colton, authorizing the President to appoint a commission of 25 members to study and report on the conservation and administration of the public domain, passed the House.

S.J.Res.117, by Senator Smith, for the relief of farmers and fruit growers in the storm and flood-stricken areas of Alabama, Georgia, Florida, North Carolina, South Carolina and Virginia, passed the Senate with amendments.

Bills Introduced:

H.Res.131, by Mr. Steagall, for the relief of farmers and fruit growers in the storm and flood-stricken areas of Alabama, Florida, Georgia, North Carolina, South Carolina and Virginia.

H. R. 8880, by Mr. Lankford, to authorize the creation of organized rural communities to demonstrate methods of reclamation and benefits of planned rural development.

H. R. 8755, by Mr. Barbour, to provide for the aiding of farmers on drained reclaimed, and/or irrigated or drainable, reclaimable, and/ or irrigable farm lands in any State of the United States, by the making of loans to irrigation districts***

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RECENT MIMEOGRAPHSBureau of Agricultural Economics.

"Marketing Florida Citrus, Summary of 1928-1929," by H. F. Wilson

"Marketing Northwestern Apples, Summary of 1928-29 Season," by A. E. Prugh and L. B. Gerry.

"Marketing Texas Spinach, Season 1928-29," by G. G. Clark

"A List of Publications on Agricultural Economics, of Interest to Teachers of Vocational Agriculture."

"List of Agricultural Economics Reports and Services of the Bureau of Agricultural Economics."

"What Recent Farm Foreclosure Statistics Show," radio talk by Dr. L. C. Gray

"The Price Situation," radio talk by Dr. O. C. Stine.

"How the Government Can Aid Cooperation in Developing Domestic and Foreign Outlets for Farm Products," by Nils A. Olsen, address before American Institute of Cooperation, Baton Rouge, La., August, 1929.

"A Program for the Improvement and Elaboration of Data Needed for Commodity Price Forecasting," Dr. O. C. Stine, address American Farm Economic Association, Washington, D. C., December 28, 1929.

"World Census of Agriculture of 1930," radio talk by Leon M. Estabrook.

"The Sheep Business in 1929," radio talk by C. L. Harlan.

"Cattle in 1929," radio talk by C. A. Burmeister.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL
ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 5, 1930

Vol. 10, No. 6

NEW YORK STATE SEEKS TO
"MODERNIZE" PUBLIC MARKETS.

Plans for the "modernization" of public market facilities in New York State are in preparation by a committee appointed by the New York State Conference of Mayors to consider city food distribution problems, and are expected to be announced early this year, according to H. Deane Phillips, Director, Bureau of Markets, in his annual report for 1929.

Mr. Phillips in calling especial attention to this feature of his report declares that "this is a subject which we have been putting a great deal of attention on over a considerable period of years. It has now emerged very much into the limelight here through having attracted the attention of the Governor. It looks as though our program for a State-wide plan of coordinated public markets with some State-controlled regional markets included is near the point of beginning."

Declaring that the traditional type of market is not suited to modern needs and has been made practically obsolete by changes in buying habits of consumers and by changes in distribution; that in the larger cities public markets no longer render merely local service but are attempting to function as regional markets, and that existing public markets are operating with excessive waste and inefficiency, the recommendation is made that recognition be given the need for physical facilities suited to modern conditions, the regional character of all larger markets, and to the fact that the construction, operation and management of such markets are no longer a matter of mere local city interest and responsibility.

"With the State accepting its undoubted responsibility for a share in the construction, operation and management of certain larger regional markets," according to the report, "there are opened up great possibilities in the way of a unified State-wide plan for the coordination of these regional markets with smaller city markets serving as feeders for and supplements to the larger markets. The chief advantages of such a program are improved correlation between consumer demand and supply, and improved market outlets for New York agriculture. In the report of the committee, to be submitted early in the coming year, it is expected that some concrete proposals will be made for State action to bring about a modernization of public market facilities along the lines forecast by the department's studies."

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NEW ENGLAND ASSOCIATION ISSUES
MONTHLY PROGRESS REPORTS.

Reports are to be issued monthly by the New England Association of Marketing Officials, summarizing the progress of the New England Farm Marketing Program. Copies of the reports may be obtained from Sidney A. Edwards, Secretary, State Capitol, Hartford, Connecticut.

FARM BOARD RECOGNIZES CENTRAL
BEAN MARKETING ASSOCIATION.

The Federal Farm Board announced on February 4 that it has recognized the National Bean Marketing Association as the central sales agency for marketing dry beans handled cooperatively and approved the association's plan of organization.

The Board's action was taken following a conference with the organization committee appointed at a meeting of representatives of the various bean cooperatives at Denver, Colorado, November 16, 1929. The authorized capital stock of the association is \$1,000,000. Articles of incorporation are to be filed in Delaware.

The association expects to be an important factor in marketing the 1930 bean crop. Instead of a single pool for all dry beans, it is proposed to have separate pools for the different varieties. The bean producing states have been divided by the association into five districts: (1) New York and Michigan; (2) Idaho, Wyoming, Montana; (3) Colorado, New Mexico; (4) Lima and baby lima section of California; (5) other varietal sections of California.

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OKLAHOMA REPORTS ON
CURRENT ECONOMIC RESEARCH.

Omer W. Herrmann, Associate Professor, Agricultural Economics Department, Oklahoma A & M College, reports that his department is carrying on the following research projects in marketing and cooperative marketing.:

(1) An economic analysis of the cotton ginning industry in Oklahoma, in which we will make an analysis of gins as to ownership, size, volume, cost, etc.; (2) membership studies in centralized cooperative associations, principally wheat and cotton; (3) the local receiver as a factor in membership relationships in the Oklahoma cotton Growers' Association, and (4) a study of cooperative marketing activities in Oklahoma.

During the past year, Dr. W. W. Fetrow, who was in charge of marketing work in the State prior to 1928, completed two publications, namely; "Attitudes of Oklahoma Farmers Toward the Oklahoma Cotton Growers' Association," and "Economic Conditions of Farmers in Oklahoma as Related to Membership in the Oklahoma Cotton Growers Association."

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CONNECTICUT SEEKS PRODUCTION
AND MARKETING PROGRAM.

An agricultural production and marketing program for the State of Connecticut is to be formulated at the Sixty Annual Union Agricultural Meeting which is being held today (February 5) at Hartford, Connecticut. The program is to be organized by commodity groups: Dairy, Fruit, Poultry, Potatoes, Tobacco, and Vegetables.

LIVESTOCK EXPANSIONFEATURES FARM SITUATION.

Indications that the livestock industry is entering a period of expansion in response to the favorable conditions of the last few years are reported by the Bureau of Agricultural Economics in its February 1 statement on the agricultural situation.

Despite a reduction in numbers of hogs, more livestock is reported on farms as of January 1 this year compared with January 1 a year ago. The increase in numbers of cattle and sheep more than balances the decrease in hogs and work stock. The larger supply of farm animals this year has a smaller value than the supply a year ago, being estimated by the bureau at \$5,865,000,000 on January 1 compared with \$6,003,000,000 last January.

The evidence of some decline in hog production, which is supported by the 1929 pig surveys and by reduced slaughterings in the last four months, suggests that the supply of hogs going to commercial slaughter for the marketing year ending with September 1930 will be somewhat smaller than that of the previous marketing year, according to the report.

The beef cattle industry, on the other hand, "has passed the low point of its production cycle and is now beginning slowly to expand. There is no evidence of very much increase in beef herds as yet and slaughter in 1930 is expected to be about the same as in 1929. However, cattlemen are confronted by a general tendency to increase numbers of cattle and with the fact that in previous experience such periods of expansion have been accompanied by several years of generally declining prices.

"Dairymen also face a period of readjustment. While an annual increase of about 1 per cent in the number of milk cows is necessary, normally, to balance the growing demand, the number was increased 3 per cent in 1929. The present number of heifers, 6 per cent larger than a year ago, is sufficient to cause still further increases in cow numbers in 1930. Probably more calves have been raised in the last two years than can be raised to advantage hereafter. Dairymen who have to buy dairy cows will probably be able to buy replacements at less cost in two or three years than they can now."

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FARM PRICE LEVEL SHOWSDECLINE AT END OF YEAR.

The general level of farm prices declined 1 point to 134 from December 15, 1929, to January 15, 1930, as reflected by an index of changes in the farm prices of principal agricultural commodities with the pre-war level representing 100. At 134, the index is 1 point higher than in January a year ago.

Advances in the prices of meat animals, hay, potatoes, apples, and chickens during the period from December 15 to January 15 failed to offset the continued decline in the farm prices of cotton, cottonseed and wool, slight declines in small grain prices, and seasonal declines in prices of dairy and poultry products.

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Copies of the schedule of crop reports to be issued during 1930 by the Federal Crop Reporting Board may be obtained from the Bureau of Agricultural Economics, Washington, D.C.

MARYLAND INSPECTORS SUPERVISE
GRADING AND PACKING.

A total of 2,781 cars of ten commodities were inspected for 63 applicants, under Federal-State shipping point inspection in Maryland during the past year, according to the report of S. B. Shaw, chief Inspector, Maryland State Department of Markets.

Mr. Shaw reports that "13 applicants requested the full time services of an inspector at the packing house. In each of these instances the inspector not only issued certificates on the cars loaded but also supervised the grading and packing operations, thereby enabling the grower to load his cars according to grade requirements. The per car cost of this type of inspection was increased. In only two instances where the inspectors were assigned for full time at the packing house was the per car cost less than \$5." Of the 2,781 cars inspected, 1,559 cars graded U. S. No. 1.

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COLOR MEASUREMENT AIDS
STANDARDIZATION PROGRAM.

Mechanical methods for measuring the color of farm products, as an aid in establishing standard grades for the various commodities, have been developed by the Bureau of Agricultural Economics.

"Color is an important element in grading fruits and vegetables; it is a part of the specifications for cotton-linters standards; it plays a part in grading rice, honey, meat, grains, breads, mayonnaise, and innumerable other agricultural products, or products made from agricultural products," says Miss Dorothy Nickerson, color technologist connected with the bureau.

The process is described in Technical Bulletin 154-T, entitled "A Method for determining the Color of Agricultural Products," just issued by the Department of Agriculture.

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PLANS UNDER WAY FOR 1930
TOBACCO GRADING SERVICE.

Plans are being made now for this year's program of Federal-State tobacco grading under the auspices of the Bureau of Agricultural Economics, and requests have been issued by the bureau that tobacco boards of trade, of commerce, and other organizations which expect to use the service file applications immediately.

The bureau has been informed that the reorganization of tobacco growers' cooperative marketing associations is being considered by growers in various sections, and in this connection has announced that it will be the policy to make grading service available to auction markets and to growers' associations alike. The same standard grades will be used for both auction markets and growers' associations. The force of graders is to be increased to take care of the expected expansion in grading service this season.

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The Thirty-first Annual Convention of the Association of Southern Agricultural Workers will meet at Jackson, Mississippi, February 5, 6, and 7.

CONTRACT COVERING PURCHASE OF SEED AND DELIVERY OF
PROSPECTIVE CROP CONSTRUED

Winter Gardens Cannery, Inc., v. Hoffman.

Court of Appeal of Louisiana, December 1929, (125 So. 157)

In an action for the price of bean seed judgment was for defendant which, upon appeal, was reversed.

Plaintiff's suit was based upon a contract reading:

"I, H. J. Hoffman hereby agree to accept 1200 pounds of Bean Seed from the Winter Gardens Cannery, Inc., at 17¢ per pound, and to use the said seed to plant 20 acres. I further agree to cultivate, harvest and deliver all of the beans produced on the above mentioned acreage to the Winter Gardens Cannery, Inc., when they are suitable for canning purposes. The time of harvesting and delivery to be specified by Winter Garden Cannery, Inc.

"When above beans are delivered to Winter Gardens Cannery, Inc., they agree to pay me 2½¢ per pound, being first reimbursed for seed furnished me at 17¢ per pound."

Defendant's position was that under the contract he was not obligated to pay for the seed unless and until he had made a crop of beans sufficient to pay for them; that he was to plant the seed for plaintiff and if the result of his farming operations was successful the beans raised from the seed were to be delivered to plaintiff, the seed being valued at 17 cents per pound and the beans at 2½¢ per pound; that a balance was to be struck and if in favor of defendant was to be paid to him, but that if the crop of beans was not sufficient at 2½¢ per pound to liquidate plaintiff's account for seed at 17¢ per pound, plaintiff was to suffer the loss.

Testimony of plaintiff was to the effect that the parties intended that the seed should be paid for by defendant regardless of the crop, but that if a crop was raised the defendant was to be paid 2½¢ per pound for all beans delivered under the contract.

In interpreting the contract the court cited the following articles of the Civil Code as applicable thereto:

"When there is anything doubtful in agreements, we must endeavor to ascertain what was the common intention of the parties, rather than to adhere to the literal sense of the terms."

"When a clause is susceptible of two interpretations, it must be understood in that in which it may have some effect, rather than in a sense which would render it nugatory."

"Terms, that present two meanings, must be taken in the sense most congruous to the matter of the contract."

"All clauses of agreements are interpreted the one by the other, giving to each the sense that results from the entire act."

"When the intent of the parties is doubtful, the con-

struction put upon it, by the manner in which it has been executed by both, or by one with the express or implied assent of the other, furnishes a rule for its interpretation."

The conclusion of the court was that the contract in question was susceptible to but one interpretation - that contended for by plaintiff, and that consequently the judgment appealed from should be reversed.

H. F. Fitts

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NEW JERSEY EGGS NEED
IMPROVEMENT IN QUALITY.

Urging New Jersey egg producers to take immediate steps to improve the quality of their product in order to satisfy the New York market demand for nearby eggs, the New Jersey Extension Service points out that "the general belief that New Jersey eggs at all times command prices which are higher than those for eggs produced in the Middlewest has not been substantiated by recent studies. Local producers are selling to a market in which a splendid demand for their eggs exists only during the last half of the year; at other times the prices for local eggs rule about 8 cents higher and follow closely the prices commanded by eggs of midwestern origin. In certain markets a real demand exists for eggs of nearby origin because the consumer assumes that such eggs are of the highest quality. A test of the quality of these nearby eggs shows that, during the heat of the summer of 1928, consumers were getting very ordinary, even poor quality. Unless New Jersey poultrymen take immediate steps to improve the quality of their product and to insure the retention of that quality in the eggs until it reaches the ultimate consumer, they have a product which is little different from that which can be obtained from almost any section of the United States."

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IN CONGRESS:

Bills Introduced:

- S. 3391, by Senator George, to provide for inspection and grading of tobacco by experts from the Department of Agriculture
- H.R. 9184, by Mr. Vinson, to amend the U. S. Cotton futures act of Aug. 11, 1916, as amended, to provide for the prevention and removal of obstructions and burdens upon interstate commerce in cotton by further regulating transactions on cotton-futures exchanges.
- H.R. 9335, by Mr. Buchanan, to establish in the Department of the Interior a national reclamation control service, to provide aid to the States and their political divisions in the construction of Improvement for the purpose of flood prevention, drainage and irrigation.

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MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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Vol. 10, No. 7

UTAH HAS LICENSING AND LABELING LAWS.

Harden Bennion, Commissioner of Agriculture for the State of Utah, reports that the 1929 Legislature of that State passed laws for the licensing of commission men, and for compulsory labeling of all closed containers of fruit to show the name of producer and grade.

The enactment of a licensing law followed an investigation by the State Board of Agriculture which revealed that large losses were being sustained by fruit and vegetable growers by reason of shipment of products through "unreliable" commission men. The law requires that dealers be permitted to operate in Utah only under license and bond. Mr. Bennion reports that the law has been working effectively during the past year.

The compulsory labeling law gives the State Board of Agriculture absolute power to issue regulations providing for compulsory labeling of containers of fruit, and the Board has adopted and enforced regulations to that effect during the past season.

The Board also desired the enactment of a law requiring all persons buying cattle for truck delivery to slaughter houses to procure a license therefore, and all persons slaughtering cattle for sale to procure a license so to do and to specify in their application for such license the place of slaughter. This law failed of passage, as did also a proposed amendment to the infected fruit law to permit the use of infected fruit for canning purposes and for manufacture of by-products, under strict regulations and control.

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J. A. EVANS IS MADE ASSOCIATE CHIEF, COOPERATIVE EXTENSION.

The appointment of J. A. Evans as associate chief of the Office of Cooperative Extension Work, and of T. Weed Harvey as assistant chief of the office, has been announced by the United States Department of Agriculture. Mr. Evans was formerly assistant chief, and Mr. Harvey assistant to the chief.

Mr. Evans was one of the early pioneers in the department's extension work, having been appointed by Dr. Seaman A. Knapp to assist in the inauguration of farm-demonstration work in Texas in 1904.

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VIRGINIA ISSUES LIST OF LICENSED COMMISSION MERCHANTS.

A list of commission merchants to whom licenses have been issued for the year ending December 31, 1930, in accordance with the provisions of the Virginia commission merchants law, has been issued by the Virginia Department of Agriculture. Copies may be obtained from J. H. Meek, Director, Division of Markets, Richmond, Va.

FARM BOARD APPOINTS DR. BOMBERGER
IN COOPERATIVE MARKETING DIVISION.

The appointment of Dr. Frank B. Bomberger as assistant chief of the Division of Cooperative Marketing in charge of organization work has been announced by the Federal Farm Board, for a period of one year from February 1, 1930 to February 1, 1931. Dr. Bomberger will retain his official title and connection with the University of Maryland.

The appointment is the result of a cooperative arrangement between the Farm Board and the University of Maryland whereby the former will have the use of Dr. Bomberger's services to direct its organization work on a part time basis.

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NEW JERSEY REPORTS SUCCESS
OF FARMERS' AUCTION MARKETS.

The selling of farm produce at production points through auction markets has been profitable to New Jersey farmers, says the New Jersey Department of Agriculture following a survey of the situation. The survey showed that during the 1929 season two Cumberland County auction markets netted the farmers using them a profit of \$59,852.77 more than if they had sold by commission in the New York market. The Department is planning to develop this method of marketing New Jersey farm produce during the coming season.

Auctions were established during 1928 at Cedarville and Rosenhayn, in Cumberland County. Similar markets have been set up since then at Trenton and Landisville. The success of the markets is attributed to the ability of the markets to attract and hold buyers from many secondary market cities within a radius of several hundred miles, and to their ability to bring the buyers and sellers into closer personal contact.

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IOWA SEES BETTER PRICES
FOR CORN AND HOGS.

Probable higher prices for corn before the new crop prospects begin to affect the market and a possible higher price for hogs during 1930 are indicated in the Iowa outlook report issued by the Iowa Extension Service.

The Iowa outlook is based on the national outlook which has been adapted to Iowa conditions. Agricultural economics specialists are explaining the outlook to farmers in a series of 30 outlook meetings which are being held over Iowa this month.

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NEW MEXICO EXTENSION
CONFERENCE IN SESSION.

The 16th Annual State Extension Conference of the New Mexico Extension Service is in session this week at the State Agricultural College. The leading topic on the program is the work of the Federal Farm Board in relation to the marketing of livestock, cotton, beans and other farm crops.

CONNECTICUT TELLS FARMERS TO
GRADE ON "BULK OF CROPS".

The Connecticut Department of Agriculture has issued the following recommendations to Connecticut farmers in connection with the grading of apples:

"From the past year's experience with the Connecticut apple law, it is evident that many growers felt that by grading their apples into top grades they would completely solve the increased profit problem. This, however, is not always the case. During the past year, which was one of poor quality fruit, many growers made the serious mistake of trying to grade their apples into the Fancy and 'A' grades which in their cases did not include the bulk of the crop.

"This action brought about two serious results. Since neither one nor both of the above grades included the bulk of the crop, too much time and money was spent in sorting out the small proportion that met Fancy and 'A' grade requirements. Secondly, the packer naturally tried to include as many apples as possible in these grades and in so doing included apples which were under grade, thus exceeding the ten percent tolerance provided by law.

"Each fall after the picking season, every grower should decide for himself which grade will include the bulk of his crop and consequently be of most practical use to him. In years of generally poor quality perhaps 'B' grade will be the best for him to use while for years of good quality Fancy and 'A' grades may be used to advantage.

"Growers should remember that the quality of the entire Connecticut crop should be taken into consideration in making this selection. If the entire native crop is poor, packing 'B' grade apples will not be disastrous to prices because it will be evident that the bulk of Connecticut apples will be marketed as 'B' grade."

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ILLINOIS SAYS OUTLOOK PROMISES
NO IMPROVEMENT IN PRICES.

Illinois farmers can expect no improvement in prices during 1930 on the basis of present prospects, according to the outlook report issued by the Illinois Extension Service. The Service says:

"With favorable weather and average yields, there will be larger supplies of corn, oats and barley in 1930 and lower prices than in 1929. The reduced demand for corn, resulting from a decline in the number of hogs and the lower European demand apparently has more than offset the influence of the short 1929 United States crop."

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FARM BOARD APPOINTS DR. EZEKIEL
AS ASSISTANT CHIEF ECONOMIST.

Appointment of Dr. Mordecai Ezekiel as assistant chief economist, effective February 1, 1930, has been announced by the Federal Farm Board. Dr. Ezekiel has been associated with the Bureau of Agricultural Economics since 1922, as agricultural economist, in the development of methods of statistical analysis and their application to problems of farm management, agricultural economics and prices of agricultural products. He is a native of Virginia, and received a Ph.D. degree at the Robert Brookings Graduate School in 1926.

ILLINOIS PROFESSOR HAS PLAN
FOR CATTLE FUTURES MARKET.

A proposal for a futures market in cattle which, it is asserted, would be a greater boon to American agriculture than the recent innovation of selling hogs on futures has been submitted to livestock men and packers by Professor Sleeter Bull, associate chief in meats at the Illinois College of Agriculture.

Professor Bull enumerates seven advantages of selling beef cattle in a futures or contract market. They are: Stabilization of the production of calves and feeders by providing a regular market for them; stimulation of cattle feeding because of the insurance of profits and the ease of financing the feeding operation; elimination of the corn surplus through increased cattle feeding, and a consequent bullish effect upon the prices of agricultural products generally; increased business for commission men as the details would be handled by them; ability of packers to so distribute their purchases as to insure themselves a regular supply of quality beef throughout the year; stabilization of the price of quality beef because there would be a more regular supply throughout the year, and stimulation of the demand for quality beef.

Under Professor's plan, futures markets would be established for different months for fat cattle of good, choice and prime grades. Two contract grades would be specified: choice heavy steers and choice light steers. Price differentials would be established between heifers and steers and between the different grades of each. Packers would buy for future delivery and the future market for fat cattle would thus establish the market for thin cattle. The corn-belt feeder would buy feeders and immediately sell them for future delivery, presumably at a price which would insure him a profit.

"When the cattle reached the market, they would be graded by Government graders just as grain is graded in this country or as hogs are graded in Canada. Cattle which graded choice would receive the full contract price for which they were sold. Cattle grading prime would receive a premium in addition to the stipulated price, while cattle grading good would be penalized. These differentials would be constant and would be stipulated in the rules and regulations for future trading. Cattle grading lower than good would be sold on the basis of the cash market for such cattle."

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MISSOURI REPORTS ON
GRAPE INDUSTRY SURVEY.

A survey of the economic position of the grape industry in Missouri has been concluded by the Missouri Experiment Station, and the results issued in Bulletin 273 by that Station. The investigators, F. L. Thomsen and G. B. Thorne, declare that possibilities of obtaining better prices in Missouri are offered by improving quality, broadening markets, and developing by-products. Copies of the bulletin may be obtained from the Missouri Experiment Station, Columbia, Missouri.

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"Equipment for City Milk Plants," is the title of Circular No. 99 just issued by the United States Department of Agriculture.

NEW JERSEY REPORTS GOOD
YEAR FOR TOMATO GROWERS.

The season of 1929 was favorable to New Jersey canhouse tomato growers, according to the New Jersey Department of Agriculture, which reports that the total yield amounted to about 225,000 tons, which is more than 60,000 tons above the average. Canning factories operated at full capacity and the amount of tomatoes packed was 1,573,000 units larger than in 1928.

Prices received by farmers for tomatoes are reported as "fair," because the quality of the produce was good and because the demand was strong. Some canners in 1928, which was a poor year for tomato growers and canners in New Jersey, believed that the canning business in the State was on the decline, but a survey by the Department of Agriculture disclosed that although there is a slight shifting of the canning industry from New Jersey to Maryland, the movement has not noticeably affected the canhouse business in New Jersey.

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FARM BOARD RECOGNIZES
WHEAT STABILIZATION CORPORATION.

The Federal Farm Board has announced that it is prepared to recognize the Grain Stabilization Corporation, a non-stock corporation organized by grain cooperatives, as a wheat stabilization corporation under the terms of the Agricultural Marketing Act, and that in accordance with the recommendation of the Wheat Advisory Commodity Committee the Board will provide an initial credit of \$10,000,000 to the corporation. All profits or losses will fall upon the revolving fund provided in the Agricultural Marketing Act.

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OREGON MAKES POTATO
GRADING COMPULSORY.

State Market Agent Seymour Jones, of Oregon, has announced that an act passed last winter by the Oregon Legislature makes it the duty of the state market agent to establish standard potato grades which shall conform as far as practicable to the official standards and grades of the United States. It provides that all potatoes sold or offered for sale or shipment in the State shall conform to the adopted grades and that potatoes failing to meet the established requirements shall be known as culls; that all potatoes shipped or received in Oregon in lots of five or more tons shall be inspected by the state market agent and may be reinspected when requested by the buyer or seller, who must advance the charges therefor. The state market agent is authorized to fix reasonable fees for all inspections and is directed to enforce the law and to prosecute violators of it.

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"The Frozen-Pack Method of Preserving Berries in the Pacific Northwest," has been issued as Technical Bulletin No. 148 by the United States Department of Agriculture. The industry is centralized in western Oregon and western Washington.

IN CONGRESS:

The Agricultural Appropriation Bill was reported by the Senate Committee on February 4, with increases for the Bureau of Agricultural Economics over the House Bill of \$50,000 for grading and inspection of tobacco, \$5,000 for extending the market news service to the State Agricultural College of Oregon, and \$5,000 for market news service at Nashville, Tenn. It is expected that the bill will be considered on the floor of the Senate shortly.

H.R. 6, by Mr. Haugen, to amend the definition of oleomargarine contained in the act entitled "An act defining butter; also imposing a tax upon and regulating the manufacture, sale, importation and exportation of "Olecmargarine" has passed the House.

S.J.Res.134, by Mr. Herbert, authorizing an appropriation for expenses of official delegates of the United States to the Fourth World's Poultry Congress to be held in England in 1930, has been reported out of Committee.

Bills Introduced:

H.R.9589, by Mr. Larsen, to amend the Agricultural Marketing Act so as to provide for the making of loans for reforestation, naval stores, and peaches.

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RECENT MIMEOGRAPHS

(Bureau of Agricultural Economics)

"Disposition of 1929 Potato Crop and Merchantable Stocks on Hand Jan. 1, 1930"

"Marketing Florida Celery in 1929", Summary by H. E. Rutland.

"Marketing Southern Florida Snap Beans and Tomatoes, Summary of 1928-29 Season," by R. E. Keller.

"Marketing Texas Vegetables, Lower Rio Grande Valley of Texas, Summary of 1928-29 Season," by W. D. Googe.

"The Institute of Methods of Rural Sociological Research," held at the Bureau of Agricultural Economics, December 31 to January 4, a summary report.

"A Comparison of Outlook Statements with Subsequent Events," by Oris V. Wells.

"Grain Grading equipment for the Country Elevator".

Recent radio broadcasts, copies of which may be obtained from the Bureau of Agricultural Economics, include "Poultry and Egg Outlook" by Roy C. Potts; "Outlook for Feed Grain" by J. A. Becker; "The Wheat Outlook" by Dr. O. C. Stine; "The Winter Egg Situation" by Roy R. Slocum; "Hog Outlook for 1930" by C. A. Burmeister; "Livestock on Farms January 1, 1930," by C. L. Harlan; "The Farmer and the Business Situation" by L. H. Bean; "The Dairy Outlook" by C. L. Holmes; "The Fruit Outlook" by F. G. Robb; "Potatoes", by J. D. Snow; "The Early Vegetable Outlook" by Paul Froehlick; "Outlook for Fruits and Vegetables, 1930" by F. G. Robb; "Changes in Fruit and Vegetable Marketing" by F. G. Robb, and "Beef Cattle Outlook in 1930" by C. E. Gibbons.

STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

February 19, 1930

Vol. 10, No. 8

MARYLAND HAS TENTATIVE GRADES FOR MAPLE SYRUP.

Tentative grades for Maryland maple syrup have been worked out by the Maryland Department of Markets in cooperation with the United States Department of Agriculture, for use in grading and inspection work this year. The grades consist of Maryland Fancy, Maryland Prime, Maryland No. 2, and Maryland No. 3. In each of the grades the U. S. standard gallon containing 231 cubic inches must conform to the U. S. standard for weight, namely: eleven pounds per gallon as determined by Baume test. The color requirements for each grade are based upon maple syrup standards approved by the Bureau of Chemistry.

The Maryland Department of Markets will furnish this season a trained maple syrup inspector licensed by the Bureau of Agricultural Economics, to inspect syrup, and Federal-State certificates corresponding to those issued in fruit and vegetable inspection will be issued on designated lots of maple syrup for the Garrett County Maple Products Association. Labels will be used by the Association on their best grades.

Copies of grade specifications and inspection regulations may be obtained from S. B. Shaw, Chief Inspector, Maryland Department of Markets, College Park, Maryland.

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NEW YORK SAYS "STATE" SHOULD DEVELOP PUBLIC MARKETS.

The regional character of the fruit and vegetable business dictates that the "State" rather than the "City" should develop the public markets in order that all sections and all interested groups will get adequate consideration, according to Professor F. B. Weaver of Cornell University.

"The enforcement of uniform rules on grading, packing, and displaying produce; uniform market policies as to letting of stalls fees, penalties, and the like, and a State-wide system of price reporting that would be uniform throughout would be advantageous to growers," Professor Weaver says. "On the market that is owned and operated and has all its policies determined by the city authorities, the interests of the producers who are ten miles or more away from these cities get scant consideration."

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LOUISIANA SEEKS TICK ERADICATION BILL.

A cattle tick eradication bill in order to promote the livestock industry in Louisiana is to be presented to the next session of the Louisiana legislature, according to B. B. Jones of the Louisiana Extension Service.

CONNECTICUT URGES FARMERS
USE VERIFIED ORIGIN SEED.

The seed verification service of the United States Department of Agriculture has made it possible for every farmer in Connecticut to prevent crop failures due to poor seed, according to Commissioner of Agriculture S. McLean Buckingham in an appeal to Connecticut farmers to buy only verified alfalfa and red clover seed this spring.

Sixty seedsmen handling 85 per cent of all alfalfa seed produced in the west central and northern producing districts of the United States have voluntarily enrolled in the seed verification service and are known as verified-origin seed dealers. Each dealer selling verified-origin seed attaches to the bag a verified seed certificate issued by the United States Department of Agriculture. The certificate states: "This certifies that this lot of seed has been verified as to origin by a Federal Seed Inspector and that the facts stated below are in conformity with those given on the certificates issued by him, as shown by our records."

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GEORGIA HELPS FARMERS
TO MARKET HOGS.

The marketing specialists of the Georgia State College of Agriculture and the county agricultural agents have fostered a program for developing shipping point auction markets at which farmers may sell their hogs, this type of market being adapted to counties where the production is sufficient for carlot shipment and where the individual farmer, as a rule, has only a few hogs to sell at a time, reports J. William Firor of the Division of Agricultural Economics and Marketing. During the past year 10,791,067 pounds of live hogs were assembled and sold through these informal cooperative auction sales, and brought the farmers \$941,712.

"The extension workers in recent years," Mr. Firor says, "have made a special effort to get the market hogs in Georgia distributed throughout the year instead of having them sent to the market in October, November, and December."

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COTTON ACREAGE CUT IS
URGED BY FARM BOARD.

"The recent weakness in cotton prices should be taken as a sharp warning to cotton growers," declares Carl Williams of the Federal Farm Board. "That weakness", he adds, "rests on a low current rate of cotton consumption and trade anticipation of a larger crop in 1930. Cotton growers cannot do anything about this year's cotton consumption, but they can do a great deal now about the crop of 1930. If they want a better price in 1930, it is not too late to plan to get it. They can get it by cutting down the acreage." Mr. Williams is also stressing the need for improving the quality of American grown cotton, declaring that "the staple of American cotton is on the average today so poor that much of it comes into direct competition with the cotton of India, China and sundry foreign countries, which cotton is sold on the markets of the world at a cheaper price than that of American growth."

INCREASED DEMAND EXPECTED
FOR TOBACCO GRADING SERVICE.

Recent expressions of approval by the tobacco trade of the Federal-State tobacco grading service indicate an increased demand for the service this year. The service has been endorsed by The Tobacco Boards of Trade of Rocky Mount, N. C., and Mayfield, Ky., by groups of growers, and by warehousemen. A tobacco grower in the Mayfield district recently wrote the Bureau of Agricultural Economics:

"I was offered 10 cents a pound last Monday for my tobacco and rejected the offer. Liger Brothers, warehousemen, advised me to have my tobacco Government grades, and it fetched 13 cents for one lot and 13 $\frac{3}{4}$ cents for the other lot after it had been Government graded." The last report published shows that 517,903 pounds (32 per cent of the market) of tobacco was graded in the Mayfield district in the week ended February 1, as compared with 302,602 pounds (25 per cent of the market) graded the preceeding week.

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NEW YORK SURVEYS FRUITS
AND VEGETABLES MARKETS.

A survey in Albany, Buffalo, Rochester, and Syracuse, made by the New York State College of Agriculture, reveals that 35 to 40 per cent of all the fresh fruits and vegetables sold by grocers in these cities is homegrown, and that one-third to three-fourths of the home-grown fruits and vegetables which they handle are purchased on the public market.

The buyers of fruits and vegetables for the chain stores in cities of a million or more inhabitants, according to F. P. Weaver of Cornell University, make many of their purchases by car lot direct from producing areas; but in cities of the size found in upstate New York, these buyers depend almost entirely upon the public markets for their daily supply of fresh homegrown fruits and vegetables. Potatoes, however, often constitute a partial exception to this rule.

The survey disclosed that the hucksters who, in many of these cities, sell half as much fresh fruits and vegetables as do the grocers, purchase more than 90 per cent of their homegrown produce on the public market. The study also showed that it costs about the same in time and labor for a grower to prepare a load of produce to take to the public markets as it does to prepare the same lot for shipment to the distant markets by rail. The costs of containers in which to ship these products, however, are about \$8 a load more than the cost to sell the products on the public market.

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CONNECTICUT NAMES ESSENTIALS
FOR GOOD MARKETING.

The Connecticut Department of Agriculture, in a 16-page folder just issued, declares that the ten essentials of successful marketing are good markets, efficient production, standard grades, standard containers, proper identification, sufficient supply, suitable advertising, consumer satisfaction, reliable market information, and greater profits. The folder, entitled "Ten Essentials of Successful Marketing" may be obtained from the Department at Hartford, Connecticut.

MARYLAND URGES OFFIGIN INSPECTION
OF APPLES FOR EXPORT.

Inspection of apples for export at point of origin instead of at export ports is urged by the Maryland Department of Agriculture in commenting upon the item which appeared in the January 8 issue of "Marketing Activities" under the title "British May Seek Embargo on 'Low Grade Apples'."

"There are some shippers," says the Maryland Department, "who are under the impression that Federal-State shipping point inspection is of comparatively little value and that any fruit designed for export can be properly inspected at the point of embarkation. However, this Department has been advised by both the United States Bureau of Agricultural Economics and by the Plant Quarantine Board of the United States Department of Agriculture that it will be highly desirable to have inspection made at point of origin rather than at the point of export.

"Limited personnel makes it almost impossible to cover all shipments designed for export at point of embarkation, and with a uniformly high grade of service which can be rendered at shipping point, it will perhaps be much more advantageous for growers and shippers and will aid materially in the prompt movement of consignments if the growers and shippers will make use of inspection service at point of origin, which service is prepared not only to issue certificates for the domestic market, but also can issue the required sanitary and export forms which are required by various countries to which the American product is shipped."

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NEW YORK SAYS POULTRY
MARKET REACHING SATURATION.

The poultry industry is going through a spasm of production which is leading the poultry market rapidly into a condition of saturation, according to Professor J. E. Rice of Cornell University. The present mass production of chicks, he says, the lowered mortality rate, the large scale development of poultry housings, and the growing number of poultry raisers all indicate the approach of a situation which poultrymen should prevent if possible. Professor Rice believes that present indications are that the price of eggs will drop during the coming season, and that "it is doubtful if feed prices will be reduced correspondingly."

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MORE POULTRY AND DAIRY
PRODUCTS IN STORAGE.

Storage stocks of butter on February 1 were about three times as large as on the same date a year ago, and nearly twice as large as the February 1 five-year average, according to the February cold storage report of the Bureau of Agricultural Economics.

Total stocks of frozen poultry were also in larger supply, although a decrease in the quantity of turkeys in storage is shown. The smaller stocks of turkeys indicate a large consumption of birds during the past Christmas holidays in view of a production increase of approximately ten per cent in 1929 as compared with 1928. The increased consumption is attributed to the lower prices for turkeys.

IN CONGRESS:

H.R. 6153, by Mr. Colton, authorizing the President to appoint a commission of 25 members to study and report on the conservation and administration of the public domain has been reported out of the Senate Committee without amendment (Rept.No.167)

Bills Introduced:

- S. 3409, by Senator George to provide for the collection and publication of statistics of peanuts by the Department of Agriculture.
- S. 3420, by Senator Ransdell, to amend and reenact the U. S. Cotton Futures Act.
- H.R. 9504, by Mr. Rankin, to amend the U. S. Cotton Futures Act, as amended.
- H.R. 9557, by Mr. Merritt, to create a body corporate by the name of the Textile Alliance Foundation.
- H.R. 9763, by Mr. Hare, to amend the Produce Agency Act.
- H.R. 9635, by Mr. Celler, to create the world commerce corporation and to provide the establishment, operation, and maintenance of foreign-trade zones in ports of entry of the U. S.
- H.R. 9448, by Mr. Leavitt, authorizing an appropriation of \$2,000,000 for the purchase of seed grain, feed and fertilizer to be supplied to farmers in the crop-failure areas of the U. S.
- H.R. 9446, by Mr. Welch, to amend and supplement the Reclassification Act.
- H.R. 9679, by Mr. Lehlbach, to amend the act for the retirement of employees in the classified civil service; H. R. 9841, by Mr. LaGuardia, is for a similar purpose.
- S. 3528, by Mr. Robinson, of Indiana, to amend an act to provide compensation for employees of the U. S., suffering injuries while in the performance of their duties.

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IOWA DEVELOPS SYSTEMFOR "OUTLOOK" PUBLICITY.

A system of publicity for "outlook" reports, covering newspapers in every county in Iowa has been developed by the Iowa Extension Service in the form of news releases in which the local situation is discussed and in which blank spaces are provided for the names of counties, county agents, and extension specialists in charge of local outlook meetings. In effect, the release gives a complete report of each meeting in the form of a "spot news" story for the convenience of the local press. Preliminary reports of the outlook meetings, says Extension economist Sam H. Thompson, indicate expanding interest in agricultural outlook work, and "we believe that this year's program will establish a new record in effectiveness."

Railroad Must Notify Consignor Promptly of
Consignee's Failure to Accept Goods

Atlantic Coast Line Railway Company v. Ousley & Company
Court of Appeals of Georgia, November, 1929. (150 S. E. 564)

In this case the consignor sued under the Carmack Amendment to the Interstate Commerce Act to recover damages to a car of watermelons caused by the failure of carrier to notify consignor of neglect of consignee to accept shipment, resulting in melons remaining on track and deteriorating, though received in good order.

In the trial court, judgment was for plaintiff, from which defendant appealed. Affirmed.

Ousley & Company shipped a carload of watermelons from Georgia to Boston, Massachusetts, to themselves - "advise Atlantic Brokerage Company." The Atlantic Brokerage Company refused to accept the shipment, although it had previously stated it would do so. Consequently the car laid upon the track for some days until finally sold by carrier. It appeared that no notice of such failure on the part of the Brokerage Company to accept the shipment was given to plaintiff until refusal of the consignee to accept, and that in the meantime the melons, which had arrived in good condition, had deteriorated in value.

It was alleged that plaintiff's damage resulted from the failure of carrier to notify it of the neglect of the Brokerage Company to accept the shipment. It was further alleged that the shipment was an "order, notify" shipment, as generally known and understood among shippers and railroad companies, and which was known to the defendant.

Although the railroad company notified consignee on five consecutive days of the arrival of the car and during that time consignee notified railroad company it would handle the car, it subsequently refused to accept the car. At that time, notification by wire was given the consignor by the railroad company. On the following day the melons were sold by the carrier in poor condition for a few cents above freight charges. On this condition of facts the verdict for plaintiff was affirmed.

H. F. Fitts

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FARM BOARD APPOINTS WOMAN
AS ECONOMIC STATISTICIAN.

Appointment of Miss Anna M. Michener as economic statistician, effective March 1, 1930, has been announced by the Federal Farm Board. Miss Michener now is associate editor of the New York Journal of Commerce. For a number of years she was employed in the statistical division of the National Bank of Commerce, New York City.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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PROPOSED GOVERNMENT LICENSING OF COMMISSION MERCHANTS IS ENDORSED.

Approval of the proposed Summers bill which provides that each commission merchant, broker, or dealer, other than at retail, shall be licensed by the Federal Government, was expressed by representatives of the National Association of Marketing Officials at hearings before the Agricultural Committee of the House of Representatives last week. The bill provides for a license fee of \$10 per year, and requires that commission men, brokers, or dealers shall keep an accurate and complete record of their transactions which, upon complaint, may be investigated by representatives of the Federal Government. It also provides that the Secretary of Agriculture shall have the power to suspend or, under certain conditions, to revoke the license of any commission man, broker, or dealer who practices unfair or fraudulent methods.

Approval of the bill by the National Association of Marketing Officials was expressed by Wilmer T. Derickson of Delaware, and S. B. Shaw of Maryland. The International Apple Shippers Association endorsed the bill through Mr. Frazier of that organization; a representative of the National League of Commission Merchants approved the bill for that organization, and Congressman Summers read a letter from Chairman Legge of the Federal Farm Board, in which it was stated that the bill, if passed, would be helpful to the work of the Board.

Mr. Derickson emphasized the need for a uniform licensing law in the fruit and vegetable industry, and pointed out that 21 States now have laws of various kinds which are intended to provide some form of regulation. The law in each State varies from that in every other State. Mr. Derickson cited as an illustration of the need for uniformity the fact that the agricultural products of the State of Delaware were distributed in the towns and cities of 21 States during the year 1928. He declared that the legislation, if passed, would not be a hardship on anyone in the fruit or vegetable industry; it has the support of those who are in the business because it offers some protection against unfair or fraudulent trade practices, and it also has the support of farmers, producers, and shippers throughout the country who feel the need for such protection.

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NEW QUARANTINE REGULATIONS ISSUED BY SECRETARY HYDE

The release of what is known as "West Florida" from the restrictions as to the movement of host fruits and vegetables which apply to the remainder of the State of Florida on account of the Mediterranean fruit fly; removal of the Federal plant quarantine on account of the Asiatic beetle and the Asiatic garden beetle, and extension of the regulated area in the Japanese beetle quarantine to include new territory in several eastern States, have been announced by Secretary Hyde of the United States Department of Agriculture.

NEW YORK SURVEYS EXPORT
APPLE MARKETING COSTS.

Records on 25 carloads of Western New York apples shipped to Great Britain last year show a net return to the shipper of \$3.59 a barrel, according to Leland Spencer of Cornell University. The freight to New York City was 51 cents and the ocean freight was 90 cents a barrel. Including the freight the total shipping charges were \$2.19 per barrel.

The first of the apples were shipped December 17, and the last on March 25. The date of sale in Great Britain varied from 12 to 25 days after shipment. Checks for the goods were received from 23 to 46 days after shipment. Prices varied according to variety, grade, and market conditions, but the expenses were about the same on all shipments. During the last seven years several shipments have failed to pay expenses, according to Mr. Spencer.

Most of the apples shipped were Baldwins, but a considerable quantity was made up of Greenings, Ben Davis, Russet, King, and Stark.

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NEWARK TRUCK RECEIPTS
SHOW INCREASE.

Truck receipts of fruits and vegetables on the Newark, New Jersey, market were nearly the equivalent of 1,000 cars heavier during the last six months in 1929 than for the same period in 1928, according to a report issued by the New Jersey Bureau of Markets. The report reads:

"Receipts by motor truck exceed 1928 figures in each month. Fifty-seven different commodities were reported during 1929 as compared with 47 in 1928. As in 1928, August was the heaviest month and truck receipts exceeded rail supplies by a large margin. Truck receipts were slightly heavier than by rail in September and about equal in July. Tomatoes were again the leading commodity received by truck with the equivalent of 800 cars as compared with 706 in 1928. Potatoes were 200 cars lighter but onions and lettuce were noticeably heavier. Corn, cabbage, apples, and celery were about at last year's figures. Most shipments originated in New Jersey and all states show an increase over 1928. Berries were received by truck from North Carolina during May and June."

The bureau reports that total railroad unloads in 1929 were 13,841 carloads and included 43 commodities, originating in 33 States. During the last eight months in 1929, truck receipts equalled 7,939 carloads, accounting for a total of 21,830 cars of produce handled on the Newark market, or the equivalent of 70 cars of produce for each business day.

The report has been mimeographed, and copies may be obtained from W. W. Oley, Chief, Bureau of Markets, Trenton, New Jersey.

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REPORTS ON SURVEY COVERING
FROZEN PACK STRAWBERRIES.

The results of investigations covering the packing and handling of strawberries by the frozen-pack method in the Pacific Northwest have been published by the United States Department of Agriculture in Technical Bulletin 143-T, entitled "The Frozen-Pack Method of Preserving Berries in the Pacific Northwest." Approximately 100,000 barrels of 50-gallon capacity were packed in 1928.

MISSOURI REPORTS ON
ST. LOUIS MARKET SURVEY.

The experience of the St. Louis County Growers' Cooperative Sales Company indicates that "material reductions in marketing margins or retaining large profits thought to be made by private middlemen are impossible," according to the Missouri College of Agriculture following a survey of the co-operative marketing of fruits and vegetables on the St. Louis Market.

The Sales Company was organized in May, 1926, as a result of general dissatisfaction over conditions on the St. Louis produce market. The Company met with immediate difficulties and suffered steady losses during the first three years of its existence. It was kept alive by renewed capital subscriptions. The loss was mainly caused by insufficient volume, insufficient returns for services rendered, and the "retail" end of the business. Lack of success in "retailing" (selling to retail merchants) was due to inability to obtain a desirable trade, heavy losses from bad debts, and extra expenses not covered by extra income. "Retailing" was dropped with the change of management in 1929, and a marked reduction in overhead expense resulted.

Low volume was the result of bad relations between growers and management, and the belief of some growers that prices obtained through the company were not as high as those paid by private dealers. The conclusion was reached that a cooperative commission firm which merely replaces the private dealer, doing business in approximately the same way, cannot hope to attain the principal potential benefits of cooperation.

The report of the survey has been published by the Missouri College of Agriculture in Bulletin 277, entitled "The Cooperative Marketing of Fruits and Vegetables on the St. Louis Market." The author, F. L. Thomsen, says that the experience of the St. Louis Growers' Company should be valuable as a guide to possible future cooperative produce marketing ventures in other cities.

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FARM POPULATION SHOWS
FURTHER DECREASE.

One million, eight hundred seventy-six thousand persons moved from farms to cities last year, and 1,257,000 persons moved from cities to farms, a net movement away from farms of 619,000 persons, according to the Bureau of Agricultural Economics. Births on farms last year are estimated at 631,000 and deaths at 281,000. Taking these figures into account along with the movement to and from farms, the bureau places the total farm population on January 1, 1930 at 27,222,000 compared with 27,491,000 on January 1, 1929. The farm population now is the smallest in thirty years.

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BOSTON BANS WESTERN CREAM.

The Boston Board of Health has issued an order effective February 15 barring western cream shipments. This act, says the New Hampshire Department of Agriculture, should do much toward sustaining the dairy industry of New England.

WEST VIRGINIA REPORTSIMPROVEMENT IN MARKETING.

General improvement in the methods of marketing West Virginia apples, potatoes, peaches and other crops is attributed to increased use of Federal-State produce inspection service, by the West Virginia Department of Agriculture.

The Department reports that 2,912 cars of fruits and vegetables were inspected last year, compared with 2,150 cars in 1928, 2,456 cars in 1927, and approximately 300 cars in 1924.

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NEW ENGLAND EXPECTSSMALLER INCOME THIS YEAR.

"It is not expected that the high farm income obtained in New England in 1929 will be fully maintained in 1930," says the New England Research Council on Marketing and Food Supply in its "Outlook" report just issued.

"Lower prices of cream and butter and a probable increase in milk supplies are likely to bring the 1930 average milk price below that of last year," says the Council. "An increasing number of hens indicates the probability of somewhat lower egg and poultry prices than last year. Potato prices are expected to be considerably below the high prices of last year because of increased acreage and probably higher yields in most of the late crop states.

"Apple prices during the next six years should average higher than during the past six years. A low level of business activity in 1930 would probably not affect the demand for most New England farm products as much as for products from other sections of the country."

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LAMB PRICES ARE LOWESTIN NINE YEARS.

Lamb prices in recent weeks have been the lowest since 1921, but the general opinion of the trade is that the market will not decline much below current levels unless temporary gluts occur as a result of disorderly marketing, according to C. V. Whalin of the Bureau of Agricultural Economics.

Mr. Whalin says that "if these gluts can be prevented there is hope that the appeal of lower lamb prices to consumers, together with the healthier undertone that has been displayed in the wool trade will assist materially in lifting the live lamb market out of the 'slough of despond'."

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TENTATIVE DEFINITIONS AND GRADES FOR CANNED TOMATOES have been issued by the Bureau of Agricultural Economics. The grades are A, B, C, and Off Grade. U. S. Standards for Cannery Spinach have also been issued. They are U. S. No. 1 and U. S. No. 2.

WHEAT PRICE DECLINEATTRIBUTED TO SLOW MOVEMENT.

The continued weakness in the wheat market and the recent sharp decline in domestic prices may be attributed principally to the relatively slow movement of the season's reduced supplies into consuming channels, according to the Bureau of Agricultural Economics. World shipments of wheat and flour during the first half of the current crop year were only about three-fourths those for the corresponding period last season, with the decrease in North American shipments accounting for even greater amounts than indicated by the total figures. With the net reduction in the season's supply of bread grains in exporting countries about half offset by smaller exports, the carryover at the close of the season may be only moderately below that at the beginning of the current crop year.

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BEAN STANDARDS ENDORSEDBY CANNERS ASSOCIATION.

A resolution unanimously endorsing the United States standards for beans and urging the adoption of them by various bean shippers' associations was passed at a conference of canners of baked beans and pork and beans held in Chicago January 19. A similar resolution was adopted unanimously by the baked-bean section of the National Canners Association at its meeting January 22. Canners normally use 70 per cent of the Pea beans and a large percentage of the Red Kidney beans produced in the United States.

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FARM MORTGAGE LOANSSHOW REDUCTION.

New developments in farm mortgage financing include a net decline in the total mortgages held by principal lenders, a probable decline in the total farm mortgage debt, an interruption of the supply of funds during the past year because of high interest rates, and in some areas a new policy of gradual payments, according to D. L. Wickens of the Bureau of Agricultural Economics.

The reduction in farm mortgage loan holdings of principal agencies contrasts with a continued increase from the war to 1928 when their farm mortgage holdings totaled 42 per cent of all such loans, insurance companies having 23 per cent, Federal land banks 12 per cent and joint stock land banks 7 per cent. Beginning in 1928 and continuing in 1929, however, the combined outstanding loans of these sources have shown their first reductions in a decade.

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AMERICAN WILTSHIRE SIDESFIND ENGLISH FAVOR.

London and Liverpool markets have reported that several bales of Wiltshire sides produced at the range experiment station at Miles City, Montana, after several years of experimenting by the United States Department of Agriculture and the Montana Experiment Station, rate equal to the best brands of Canadian bacon.

IN CONGRESS:

H.J.Res. 196 by Mr. Cooper of Wisconsin, authorizing and requesting the President to invite representatives of the Governments of the countries members of the Pan American Union to attend the Inter-American Conference on Agriculture, Forestry and Animal Industry, and providing for the expenses of such meeting, has passed the House.

Bills Introduced:

H.R. 10072 by Mr. Vinson, to amend the U.S. Cotton Futures Act of Aug. 11, 1916, as amended, to provide for the prevention, and removal of obstructions and burdens upon interstate commerce in cotton by further regulating transactions on cotton futures exchanges.

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ESTABROOK TO MAKE PLANS
FOR INTER-AMERICAN CONFERENCE.

Leon M. Estabrook of the Foreign Service of the United States Department of Agriculture, who for the last five years has been in charge of the World Census of Agriculture, has been assigned to assist Dr. A. F. Woods, Director of Scientific Work, in making arrangements with the Department of State and the Pan-American Union for the Inter-American Conference on Agriculture, Forestry, and Animal Industry, to be held at Washington, September 8-20, 1930.

The purpose of the conference is to consider plant and animal production, and to develop plans for all phases of agricultural cooperation. Each nation in North, Central, and South America will be asked to send an official delegate as well as other delegates who are specialists in agricultural production and marketing.

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PUBLICATIONS

"The Agricultural Outlook for New Jersey Farmers, 1930," issued by the New Jersey College of Agriculture, New Brunswick.

"Turkey Raising in North Carolina," issued by the North Carolina Extension Service, Raleigh.

"Organizing to Take Advantage of the Federal Agricultural Marketing Act," issued by the Missouri College of Agriculture, Columbia.

"The 1930 Agricultural Outlook for Oregon," issued by the Oregon Extension Service, Corvallis.

"Effect of Milk-Plant Arrangement and Methods of Operation on Labor Requirements," issued by the U. S. Department of Agriculture.

"A Business Analysis of the Producers Live Stock Commission Association of National Stock Yards, Illinois." issued by the U. S. Department of Agriculture.

"Hay Stackers and Their Use." issued by the U. S. Department of Agriculture.

"Marketing Arizona Lettuce, Summary of 1929 Spring Season," issued by the Bureau of Agricultural Economics.

STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 5, 1930

Vol. 10, No. 10

NEW YORK LEGISLATURE TO ACT CN REGIONAL MARKETS BILL.

A bill has been introduced in the New York State Legislature, which is entitled "an Act in relation to the proposed establishment and maintenance of regional markets, under State control, for dealing in food and food products, and making an appropriation for the expense of initial measures therefor."

H. Deane Phillips, Director of the New York Department of Agriculture and Markets, explains in connection with the proposed legislation that "the kind of public market we have in mind is not of the usual 'farmers' market' type, but is better described as a 'combined terminal and farmers' wholesale market'. The plans for such a market," he adds, "involve recognition of the fact that in these days of the automobile and the modern highway, our larger cities serve as regional centers for the assembly of farm produce from over a wide area and its redistribution, along with shipped-in produce arriving by rail, over a similarly wide region." The bill is as follows:

"Section 1. It is hereby declared to be the policy of the State to provide as soon as practicable for the establishment of a comprehensive State-wide system of regional markets for the purposes, among other things, of providing suitable outlets for the products of the farms of the State and of decreasing food costs to consumers. It is the intention that such markets shall be owned either by the State, or jointly by the State and a city, or jointly by the State and one or more counties; such markets to be conducted under the direction of the Department of Agriculture and Markets. To initiate such a system of regional markets, the Commissioner of Agriculture and Markets shall proceed forthwith to make a study and investigation of the needs of the several localities for such markets and prepare a map or plan showing the number and location of the markets needed, the method recommended for defraying the cost of establishing such markets, and the recommended order of precedence in the establishment thereof. He shall designate the site for the first of such markets to be established, and secure options for the purchase thereof by the State, expiring not earlier than April first, nineteen hundred thirty-one. Such Commissioner shall make a special report to the Legislature of his proceedings under this act on or before January fifteenth, nineteen hundred thirty-one. Such report shall include proposals for such changes in the agriculture and markets law as are needed to carry out the policy here inaugurated. The sum of twenty-five thousand dollars or so much thereof as may be necessary, is hereby appropriated for expenses of the Commissioner of Agriculture and Markets in carrying out the provisions of this section, including payments for options, if any, payable from the State Treasury, on the certificate of such Commissioner and the audit and warrant of the Comptroller.

"Section 2. This act shall take effect immediately."

Mr. Phillips says "it seems very probable that this bill will pass."

NORTH CAROLINA REPORTS ON MARKETS DIVISION WORK.

A personnel of 100 temporary men is required to carry on fruit and vegetable inspection work in North Carolina during the heavy shipping period, according to R. B. Etheridge, Chief, North Carolina Division of Markets. The project, he says, is self-sustaining and the total fees collected approximate \$25,000 per year. Buying and selling of fruits and vegetables is done largely on the basis of U.S. No. 1 grade. Inspections cover strawberries, sweet potatoes, white potatoes, peaches, apples, peas, huckleberries, cucumbers, and beans. Inspections at terminals cover onions, apples, white potatoes, watermelons, and grapes.

Daily market news bulletins are issued on strawberries from Chadbourn, white potatoes from Elizabeth City, and peaches from Candor during the shipping season. The grading work on tobacco which was started at Smithfield last September is proving popular with the tobacco farmers, buyers, and warehousemen, Mr. Etheridge says. "The market news report covering this project," he says, "shows that the growers who have had their tobacco graded received from 88 cents to \$6.46 per week, averaging approximately \$3.48 per hundred more than the grower who failed to take advantage of the service."

Grading services on peanuts has been established at Edenton and Plymouth; and on soybeans at Elizabeth City. Demonstrations of the market value and advantages of graded eggs above ungraded eggs are also being made.

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OHIO FARMERS MUST HAVE LICENSE TO SELL SEED.

Ohio farmers who sell seed must take out licenses as seed dealers, under a new Ohio law, according to the Ohio Extension Service. The change in the law has made it necessary for members of the Ohio Seed Improvement Association to take out individual licenses, whereas heretofore they have operated under a branch license issued to the association itself.

The law defines a seed dealer as one who advertises through the public press or who delivers his goods by a common carrier.

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PENNSYLVANIA HAS CHOLERA LAW ON SWINE SALES.

A law enacted at the 1929 session of the Pennsylvania General Assembly provides certain regulations for the sale of swine at either public auction or private sale, in order to guard against the spread of hog cholera. The law requires that unvaccinated swine that have been in the possession of livestock dealers or others for less than thirty days and are offered for either auction or private sale for purposes other than immediate slaughter, be vaccinated against hog cholera within thirty days prior to day of sale. When unvaccinated swine are added within thirty days to other swine owned by or under the control of the seller and to be sold at private or auction sale, the entire herd must be vaccinated against hog cholera. The law is enforced by the Pennsylvania Department of Agriculture.

MASSACHUSETTS GIVES RESULTS
OF ROADSIDE STAND SURVEY.

Is selling through a roadside stand a satisfactory method for a farmer to dispose of his produce? Is it also satisfactory to the thousands of consumers who patronize them? Have certain abuses crept in that need any concerted action by stand owners and can the State be of service to roadside stands?

In an attempt to answer such pressing questions as these, says the Massachusetts Division of Markets, a survey of conditions related to roadside marketing of fruit and vegetables and other farm produce was made in the fall of 1928. Nearly 200 stands were visited by a representative of the Department of Agriculture, who gained specific information at each stand.

A summary of the results of the survey shows that the business is increasing and satisfactory to a large proportion of stand owners. Competition from individuals who buy produce in city markets and truck it to the country roadside representing it as fresh was reported as a problem in only one county. A majority of the stands sold their own produce or at least 75 per cent of what they sold was grown on their own places.

The Department also sent out a questionnaire to consumers. Twenty-seven hundred were returned and their summary gives a picture of what consumers think about farmers' roadside stands. They reported that they want nearby products, want them fresh, and are willing to pay a premium for produce under these conditions.

The full report of the survey has been mimeographed by the Massachusetts Department of Agriculture under the title "A Survey of Roadside Stand Selling," copies of which may be obtained from Laurence A. Bevan, Director, 136 State House, Boston.

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SUPREME COURT SUSTAINS RIGHT
TO FIX RATES AT PUBLIC STOCKYARDS.

The United States Supreme Court, in a decision rendered February 24, upheld the right of the Secretary of Agriculture to prescribe rates for buying and selling livestock at public stockyards. The decision marks the conclusion of the litigation commonly known as the Omaha rate case arising from an order by the Secretary of Agriculture, November 19, 1926, lowering the maximum commission charges for handling livestock at the Omaha stockyards. The Supreme Court also decided that the rates prescribed were reasonable as well as legal.

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PENNSYLVANIA REPORTS RECORD
POULTRY FLOCK INSPECTIONS.

One hundred and sixty-six thousand birds which comprise 353 poultry flocks located in 31 counties in Pennsylvania were inspected during the 1929-30 season in the breed improvement work conducted by the Pennsylvania Bureau of Markets. This number exceeds by 32,000 the number inspected a year ago, and sets a new high record.

The Bureau also reports record receipts of fruits and vegetables at Pittsburgh the past year when carload arrivals were 5,120 more cars than in 1928.

NEW JERSEY GOVERNOR SAYS
BUYERS "WILL GO TO FARMS."

The improvement of rural roads will eventually change the whole system of marketing farm products by bringing the purchasers to the farms or to the local marketing centers, according to Governor Larson of New Jersey in his annual message to the Legislature.

"This," he said, "will avoid the farmer's loss of time, give him a better price and at the same time afford the consumers the advantage of fresher and more wholesome products without increased cost."

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EXPERIMENTS BEING MADE
CN TEMPERATURE CCNTROLLED CARS.

A series of tests of socalled "safety refrigeration" or "Silica gel" cars is being made by the Federal Bureau of Plant Industry and the Northern Pacific Railway. The car has automatic heat control and automatic cold control, and the claim is made that "the temperature control system of the car is so flexible that with an outside temperature of 90 degrees, the car can be held consistently at zero and vice versa."

There are about 80 of these cars in existence, in use almost exclusively for frozen products. The new type of car, it is reported, permits "the shipment of soft fruits across the country in a more nearly tree-ripened condition."

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MISSOURI EXPECTS CONTINUED
ADVANCE IN HOG PRICES.

The advance now in progress in hog prices is expected to continue until late March or early April, according to Preston Richards of the Missouri College of Agriculture. Prices have advanced steadily since the seasonal low point reached the last week in November, he says, with the movement of prices since mid-December very similar to that of last winter. However, the level of prices has been about 50 to 75 cents higher than a year ago. Last winter the seasonal advance in hog prices was checked the third week in March after the weekly average at Chicago reached \$11.65.

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FARM PRICE LEVEL DOWN
THREE POINTS IN MCNTH.

The general level of farm prices was 131 on February 15 as compared with 134 on January 15, and 136 in February a year ago, the five-year period 1909 to 1914 being used as a base of 100, according to the Bureau of Agricultural Economics. Changes in the group indices from January 15 to February 15 were: Poultry and poultry products down 24 points; cotton and cottonseed down 7 points; dairy products down 6 points; grains down 3 points; fruits and vegetables up 1 point; meat animals up 4 points.

"CROP FAILURE" DEFINED FOR PURPOSES OF CONTRACT.

Sunseri, et al v.

Garcia & Maggini Co., et al,

Supreme Court of Pennsylvania. November 25, 1929. (143 Atl. 81)

This suit rested largely upon the interpretation of the term "crop failure" appearing in a contract covering the sale of five carloads of garlic. The action of the seller against the buyer was for failure to deliver five carloads as agreed. In the lower court judgment was for plaintiffs, from which defendant appealed. Affirmed.

The contract entered into in the Spring contemplated delivery in the Fall when the crop growing in California had matured. Defendant delivered about half a carload, which plaintiffs refused to accept and brought action to recover damages. The contract contained a provision that seller shall not be liable for any of the causes enumerated, among which is that of crop damage or crop failure, or any other unavoidable cause other than seller's own negligence. Under this provision the seller defended the nondelivery on the ground that there was a 90% failure of the crop in his district, an area of about 8,000 acres, caused by drought, and insisted that shipping 10% of what it had agreed to do met the requirements of the contract. The main question considered on appeal was the meaning of the words "crop failure" in the contract. In the consideration of this question the court held that it could only mean total failure. In discussing the point it is stated:

"An excuse to be available must, therefore, connote an 'unavoidable cause' but here there was none, for sufficient garlic could have been bought by defendants if they had been willing to pay the market price for it * * * and hence the general rule of law and the principles of construction above referred to apply, and defendants having contracted to deliver a specific quantity of garlic can only excuse their failure to do so by proof of impossibility of performance, of which there was no evidence in this record."

It was admitted by appellant that additional garlic could have been obtained at a higher price, but that it made no endeavor to purchase any to meet its undertaking. Continuing from the opinion, it was stated that appellant, a dealer, had contracted to deliver five carloads of garlic at the price of $4\frac{3}{4}$ ¢ a pound, and that it could discharge the obligation of the contract only by making the delivery as stipulated; that this is not a case where there was a total crop failure, or in which a grower had agreed to make delivery from a specified tract or field, but there had been a partial crop failure.

"An agreement to sell the crop of a specified piece of land is excused if there is no crop. But an agreement to sell a specified quantity of produce is not excused by the fact that the seller expected to fulfill the contract with the crop of particular land and that crop without fault on his part is a failure." Cases cited.

IN CONGRESS:

S.J.RES. 117, by Senator Smith, for the relief of farmers and fruit growers in the storm and flood-stricken areas of Alabama, Florida, Georgia, North Carolina, South Carolina and Virginia, has passed both Houses and been presented to the President of the U. S. for signature.

S. 15, by Senator Dale, to amend the act for the retirement of employees in the classified civil service, has been reported out of the House Committee with amendments (Rept.No. 784)

Bills Introduced:

H.R. 10345, by Mr. Lankford, to provide for the collection and publication of statistics of peanuts by the Secretary of Agriculture.

S. 3687, by Senator Harrison, to authorize the Secretary of Agriculture to conduct investigations of cotton ginning. H. R. 10173, by Mr. Buchanan, is for a similar purpose.

H. R. 9993, by Mr. Browne, prohibiting the use of oleomargarine in any national home for disabled soldiers or any Naval or Army hospital or charitable institutions supported by appropriations from the Federal Government.

H.R. 10199, by Mr. French, authorizing any executive department or independent establishment to do work for any other executive department or independent establishment and prescribing the method of payment therefor.

H.R. 10295, by Mr. Edwards, to provide for investigations and experiments in preserving and shipping watermelons, cantaloupes, and other truck crops, by the Secretary of Agriculture, for use in domestic and foreign trade, and for securing new and better markets therefor.

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PUBLICATIONSMimeographs issued by Bureau of Agricultural Economics.

"Marketing the Lower Rio Grande Valley Texas Potato Crop, Summary of 1929 Season," by W.D. Googe; "Valuation of Real Estate, With Special Reference to Farm Real Estate," Economics Bibliography No. 29 by Emily L. Day; "Marketing Imperial Valley Lettuce, Summary of 1929 Season," by A.E. Prugh; "Marketing Louisiana Strawberries, Summary of 1929 Season," by Bryce Morris; "The Trend of Poultry Production," radio talk by Dr. S.A. Jones; "Trends in Farm Population Movements," radio talk by Dr. C.J. Galpin; "The February Cattle Markets," radio talk by C.L. Harlan; "Effective Landlord Tenant Co-operation," radio talk by O.M. Johnson.

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REGULATIONS FOR WAREHOUSEMEN STORING NUTS have been issued by the Bureau of Agricultural Economics.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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March 12, 1930

Vol. 10, No. 11.

CALIFORNIA LEGISLATURE DIRECTS AGRICULTURAL SURVEY IN STATE.

Three hearings, the first to be held under the authority of Assembly Bill 994, passed by the last California Legislature, directing the University of California College of Agriculture to make a survey of the agricultural situation in the State, were held last week in the Sacramento Valley. Nine additional hearings are to be held this month.

The hearings have been organized around the subjects of marketing and credit problems. Farmers, officials of cooperative marketing organizations, bankers, members of the State Legislature, representatives of the State Farm Board, and other agricultural interests are participating in the hearings. The California College of Agriculture is represented by E.A. Stokdyk, C.H. West and M.H. Blank of the Division of Agricultural Economics.

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NEW YORK MARKETING COUNCIL CALLS CONFERENCE ON FOOD QUALITY.

A conference for the consideration of the problems of food buyers with regard to quality standards has been called for March 21 in Grand Central Palace, New York City, by the New York Food Marketing Research Council. Earl R. French, Executive Secretary of the Council, reports that this conference will discuss the relationship of brands and appearance to price, and whether standards as an indicator of price can be established for all types of commodities.

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NEW YORK ATTACKS MILK PRODUCTION COST PROBLEMS.

A long-time dairy improvement program planned to lower the cost of making milk in forty-one New York counties was recently adopted by agricultural leaders in session at Cornell University. The committee set as a goal to increase the number of cows on test in the State from 23,000 to 40,000 by February 1, 1931. At present 53 dairy improvement associations are operating in 35 counties of the State. Each association represents about 25 dairymen. In these groups 23,000 cows are on test, which represents slightly more than two per cent of the cows in the State.

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"TAXATION OF FARM PROPERTY" by Whitney Coombs, Bureau of Agricultural Economics, has been issued as Technical Bulletin 172 by the U.S. Department of Agriculture.

NEW ENGLAND MARKETING OFFICIALS
ARE MEETING AT BOSTON THIS WEEK.

The New England Association of Marketing Officials will meet at Boston, March 13, for the election of officers for 1930-31 and for a discussion of New England agricultural problems. The topics will include a "Suggested Plan for a New England-Wide Inspection Service" by L.A. Carlisle of New Hampshire; "Proposed Changes in the Present Apple Grading Law" by Walter Piper of Massachusetts, and "How Our New England Farm Marketing Program Appeals to the County Agent" by Julius Kroeck of Massachusetts. A report of the meeting may be obtained from Sidney A. Edwards, Secretary, New England Association of Marketing Officials, State Capitol, Hartford, Connecticut.

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FEDERAL BUREAU TO REPORT
MONTHLY ON CHICK HATCHERIES.

A series of monthly reports giving monthly comparisons on numbers of chicks hatched in commercial poultry hatcheries will be issued during the first six months of this year by the Bureau of Agricultural Economics. Schedules on which to report the information necessary to compile these monthly reports are being sent to all commercial hatcheries of over 10,000 eggs capacity of which the bureau has record. The report for January shows that 493 commercial poultry hatcheries hatched a total of 3,977,768 salable chicks in that month as compared with 3,189,721 chicks in January last year.

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SEED RICE SURVEY SHOWS NEED
FOR HIGHER QUALITY SEED.

The need for planting a higher quality of seed rice in the Southern rice belt in order to improve the financial returns to farmers in this area is shown in the report of a survey of seed rice conditions made by the Bureau of Agricultural Economics.

Out of a total of 337 samples of seed rice obtained by the Federal investigators in the three States, only 155 samples were free of red rice; only 140 samples were free of weed seeds, and only 35 samples out of a total of 336 samples had a germination test of more than 90 per cent. The bureau is publishing a detailed report of the investigation for distribution throughout the rice-growing areas.

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FOOD INSPECTION AND PURCHASE is the subject of a course which has been established at the University of Maryland for the benefit of advanced undergraduates, graduates, and outsiders who desire to attend. The course is intended, among other things, to give theoretical and practical instruction in the grading and standardization of farm products.

LOS ANGELES SURVEY
SHOWS FOOD SOURCES.

Los Angeles still draws the bulk of its fruit and vegetable supply from Southern California, although 20 States and several foreign countries contributed to this supply in 1929, says the Los Angeles Chamber of Commerce on the basis of a report on unloads prepared by the Federal-State Market News Service.

The report shows that during the past year 56,408 carloads of fruits and vegetables were received in Los Angeles. Of the total receipts, 34,347 carloads or 59.8 per cent were brought in by truck. Rail receipts totalled 34.9 per cent, while 5.3 per cent were brought in by boat. A detailed report of receipts and sources may be obtained from the Los Angeles Chamber of Commerce, 1151 South Broadway, Los Angeles, California.

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HUNGARY COMPETES IN
FOREIGN PORK MARKETS.

American producers of pork products are faced with increasing competition from Hungarian producers in the markets of Central Europe, says Louis G. Michael who is completing a series of reports based on a survey of European agriculture for the Bureau of Agricultural Economics.

"Hungary," Mr. Michael says, "is a corn-growing country and a potential producer of pork and pork products that may compete with the United States in south central Europe at least. At present, lard from the United States has penetrated into Austria, Czechoslovakia, and western Yugoslavia, all countries bordering on Hungary. Up to 1926, Hungary had not been able to compete with fats and bacon from the United States except on those markets where the consumers were prejudiced in favor of the Hungarian product. But when the political and economic situation in Europe becomes more stable, Hungary will undoubtedly offer American pork and pork products sharp competition in Central Europe."

Mr. Michael's complete report has been published by the U.S. Department of Agriculture as Technical Bulletin 160-T, entitled "Agricultural Survey of Europe - Hungary."

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ADULTERATED HONEY IS SEIZED
BY FEDERAL AUTHORITIES.

The first seizures of honey made in ten years under the Federal food and drugs act on the ground of adulteration were ordered recently by the Food, Drug, and Insecticide Administration in the case of two shipments from Abilene, Texas, into Oklahoma, which were adulterated with sugar sirup. Not since 1920 had any adulterated honey been found in interstate commerce until the present case. The honey was one-fourth sugar sirup. Beekeepers in the shipper's vicinity in Texas had objected to the unfair competition presented by the product.

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A SERIES OF DAIRY OUTLOOK MEETINGS will be held in Missouri during the next two weeks by the Missouri Extension Service.

OHIO FARMER-OWNED MARKETS BECOMING POPULAR.

Farmer-owned markets in Ohio are growing in popularity says C.W. Hauck of the Ohio Extension Service. There were six farmer-owned produce markets in the State in 1928. All were stock companies rather than co-operative enterprises, and all were of recent origin, the oldest having been established in 1916.

Mr. Hauck has made a study of these markets in relation to other markets, the results of which have been published in a recent bulletin by the Ohio Experiment Station. Market facilities, equipment, management, problems and relative merits are discussed in the bulletin, copies of which may be obtained from the Experiment Station, Wooster, Ohio.

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IOWA REPORTS ON GRAIN MARKETING STUDY.

Does Iowa "dump" its grain? This question is answered by Geoffrey S. Shepherd, following a survey of the situation, in Circular 118 just issued by the Iowa Experiment Station. He says in part:

"In the Eastern Central Meat Area, they do not dump their corn. In fact their manner of selling is the reverse of dumping. The farmers in that area sell only 40 per cent of their cash corn in the winter half of the year, and carry 60 per cent of it over for summer prices.

"In the Cash Grain Area, however, corn sales are distributed fifty-fifty between the winter and summer halves of the year.

"In the Western Meat Area, the two western tiers of counties, farmers do dump their corn to some extent, selling 60 per cent of their cash corn in the winter half of the year, and only 40 per cent in the summer.

"The reason for these differences appears to trace back to the different types of farming in the three areas. Apparently, the more important cash corn is as a source of income, the more likely is it to be sold when the owner needs the money in the winter, regardless of the price outlook."

Copies of the publication may be obtained from the Iowa Experiment Station, Ames, Iowa.

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IN CONGRESS:

S.J. Res. 117, by Senator Smith, for the relief of farmers and fruit growers in the storm and flood stricken areas of Alabama, Florida, Georgia, Illinois, Indiana, Minnesota, Missouri, Montana, New Mexico, North Carolina, South Carolina, North Dakota, Ohio, Oklahoma and Virginia, was signed by the President of the United States on February 25.

Bills Introduced:

S. Res. 225, by Senator Heflin, requesting the Bureau of the Census to ascertain through its gin reporters and other agents in the service the number of bales of the kind of cotton designated in the preamble of the resolution, low-grade and damaged cotton, and report the same to the Senate.

DESTRUCTION BY STATE OF RED CEDAR TREES AS BEARERS
OF APPLE RUST, UPHELD.

Lemon v. Rumsey, State Entomologist,
Sup. Ct. of Appeals, W.Va., Nov. 1929 (150 S.E.725)

Under a law of West Virginia of 1925, provision is made for the control and eradication of the plant disease commonly known as "Apple Rust" within the State. The Act provides that any red cedar tree growing within three miles of an apple orchard is a public nuisance; and that upon proper request, the State Entomologist may ascertain if any such tree constitutes such a nuisance, after which he may request the removal of the tree by the owner. Failing in this he may take appropriate steps to cause the removal.

In this case it appears that plaintiff owns a tract of land near Shepherdstown, West Virginia, upon which were some 500 cedar trees. Owners of orchards filed petitions with the State Entomologist as the trees were within three miles of the orchards. No action being taken by the owner of the land after notice by the State Entomologist, he caused 164 trees to be removed before being stopped by an injunction. The circuit court dissolved the injunction, and this case represents the plaintiff's appeal from that decision, questioning, among other things, the constitutionality of the Act.

In discussing the case, it is set out that the Act closely follows one of Virginia which has been held constitutional, not only by the Virginia Court but by the Federal courts (Bowman v. Virginia State Entomologist, 128 Va. 351, 105 S. E. 141, and other cases cited). "The authorities leave no room for doubt that pests of various sorts may constitute nuisances, and that the Legislature as a consequence has power to provide for their abatement," 20 R. C. L., 412.

The Virginia Act provides for an appeal to the circuit court by the landowner from the order of the State Entomologist requiring the destruction of the cedar trees, but the West Virginia statute has no such provision. Answering the contention that lack of such provision deprives the landowner of his property without judicial hearing, it is stated that courts of equity are always open to prevent an unwarranted invasion of property rights and that other provision, therefore, is unnecessary.

"The destruction of the infected trees by order of a public official, after due inspection, is a remedy which, however severe, is one appropriate to the end in view, and may properly be enforced without any preliminary judicial inquiry." Cases cited.

In touching upon cases in point, it was brought out that the destruction of the red cedar trees infected with apple rust was absolutely necessary to prevent the extinction therein of the apple industry in the vicinity of the cedars, as cedars so infected were the deadly enemy of certain very valuable commercial apples; so deadly that one or the other must go. It was indicated that about one-third of the apple varieties are immune to the rust,

but even so the Act was meant to apply only when the orchards contain a variety of apples susceptible to the rust disease. One contention advanced was that Maryland has no law similar to the one here in question; that the Maryland boundary line is within a mile of plaintiff's property; that there are red cedars growing just across the line, and that the destruction of her cedars will not prevent apple rust in her locality, inasmuch as the disease will be spread from the Maryland trees. It was held, however, that the destruction of her trees removes one source of infection, and that it is an accepted principle that the existence of a nuisance may not be justified by the fact that there are other similar nuisances in the vicinity. Under this ruling, the decree of the lower court against plaintiff was affirmed. -

H. F. Fitts.

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RECENT PUBLICATIONS.

Bureau of Agricultural Economics Mimeographs:

"Facts About Cotton, 1930 Outlook." This mimeograph contains numerous charts and tables intended to aid cotton growers in studying the principal economic factors that affect the cotton industry.

"March Feed Markets," radio talk by F.J. Hosking.

"The Agricultural Situation," radio talk by A.B. Genung.

"Marketing Southern Alabama Potatoes, Summary of 1929 Season," by H.E. Rutland.

"Earmarks of a Successful (Insurance) Mutual," address by V.N. Valgren before South Dakota State Association of Mutual Insurance Companies.

State Publications:

"Spray Residues," Bulletin 579 issued by New York Experiment Station, Geneva, New York.

"Washing Fruit to Remove Spray Residue in the Hudson Valley," Bulletin 575 issued by New York Experiment Station, Geneva, New York.

"Agricultural Experiment Station Thirty-Seventh Annual Report, July 1, 1928 to June 30, 1929," issued by the University of Minnesota, St. Paul, Minnesota.

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"GRAIN GRADING," a new two-reel educational movie, released by the U.S. Department of Agriculture, shows the need for grain inspection and the part that grading plays in the movement of grain in the United States and for shipment abroad. It is intended primarily for producers, dealers, and all other handlers of grain.

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"FEDERAL LEGISLATION, REGULATIONS, AND RULINGS AFFECTING LAND-GRANT COLLEGES AND EXPERIMENT STATIONS" has been issued as Circular 251 by the U.S. Department of Agriculture.



MARKETING ACTIVITIES

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March 19, 1930

Vol. 10, No. 12.

ANNOUNCEMENT

The Spring Meeting of the Atlantic States Division of the National Association of Marketing Officials will be held at Washington, D.C. the latter part of April. Laurence A. Bevan, Secretary of the Atlantic States Division, is canvassing the membership to determine whether the meeting shall be held April 15 or April 29. R. R. Pailthorp of the Bureau of Agricultural Economics is endeavoring to arrange a Washington conference on apple grades the day following the meeting of the marketing officials.

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WISCONSIN CALLS CONFERENCE ON BUTTER SITUATION.

Wisconsin cooperative butter producers have been called into conference at Madison, March 26, by the Wisconsin Department of Agriculture and Markets, for the purpose of formulating plans for effective cooperative action in the butter industry.

The department says in an announcement of the conference that "it is clear that the present situation calls for energetic action on the part of farmers whose business is dependent upon butter. Such action, however, to be productive of results, must be based on collective action."

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NEW HAMPSHIRE CONSIDERING ESTABLISHMENT OF POTATO GRADES.

A conference of New Hampshire potato growers for the purpose of considering the establishment of potato grades was held at Concord, March 14, by the New Hampshire Department of Agriculture. This action followed the receipt of requests from farmers for permission to use the New England label in connection with the sale of potatoes. The conference brought out the fact that there is a considerable trend in the merchandising of potatoes toward the small peck sack and the carton, and the men who market their potatoes in these containers are interested in the use of the New England Quality Farm Product Label. The label cannot be used, however, until State grades have been established. Action on the issuance of grades will be announced soon by the New Hampshire Department.

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A SURVEY OF TOBACCO COSTS OF PRODUCTION and production practices is being made by the Connecticut Department of Agriculture.

U. S. Dept. of Agriculture Library,
Attn., Miss Trolinger,
4 K Washington, D. C.

NATIONAL LIVESTOCK MARKETING ASSOCIATION PLAN IS ACCEPTED

A plan for the National Livestock Marketing Association and two subsidiaries was accepted by cooperative livestock sales agencies at the close of their two-day meeting held in Chicago on February 25 and 26, the Federal Farm Board has announced.

A plan for the establishment of the national association, which will be capitalized at \$1,000,000 was worked out by representatives of farmer-owned and controlled livestock sales agencies in cooperation with the Federal Farm Board. It provides for two subsidiaries, the National Feeder and Finance Corporation and the National Livestock Publishing Association. It also provides a marketing agreement running between the National Livestock Marketing Association and its member agencies. The member agencies will include the various livestock sales agencies located on terminal markets which in 1929 sold \$300,000,000 worth of livestock, the National Order Buying Company, the Western Cattle Marketing Association, and the State livestock marketing associations.

Full details of the plan may be obtained from the Federal Farm Board, Washington, D. C.

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CONNECTICUT MARKETS BUREAU FINDS "TOPPING OFF" PRACTICES.

"The habit of overfacing apples in Connecticut still persists," declares Earl H. Hodge, assistant director of the Connecticut Bureau of Markets, following a marketing survey. "Farmers, wholesalers, jobbers, commission men and husksters are all implicated," he says. "Some farmers 'top off' their packages of their own accord, while others do so at the request of the wholesaler, jobber, commission man or huckster.

"This deceitful practice has developed to a point where the buyer (either wholesale or retail) expects to receive an overfaced package when purchasing fruit. The habit has become so strongly fixed in the minds of some packers that it is practiced unconsciously. Others more honestly inclined are evidently being forced into adopting this practice because it seems to be 'the thing to do'."

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COTTON STAPLE STUDIES DISCLOSE DISPARITIES.

Studies now in progress in the Bureau of Agricultural Economics on the grade and staple of American cotton indicate that cotton growers are not now producing cotton of the various staple lengths in proportion to domestic consumption, says W. B. Lanham of the Division of Cotton Marketing. They are producing a preponderance of the shorter staple lengths, which, of necessity, compete with the short cotton produced in foreign countries, he says. There is good mill demand for cotton around one inch in staple, and it is reasonable to suppose, Mr. Lanham points out, that an increased production of these lengths would return enhanced profits to many growers.

NEW REGULATIONS COVER INTERSTATE
SHIPMENTS OF LIVESTOCK.

State sanitary regulations governing the interstate shipment of various kinds of livestock are contained in a revised publication just issued by the United States Department of Agriculture. Ask for Miscellaneous Circular 14-MC.

The information in the circular deals principally with the movement of cattle, horses, mules, asses, hogs, sheep, and goats. Some States also have regulations governing the admission of stock such as poultry, foxes, dogs, and cats. Information as to who may inspect animals for shipment, what tests are acceptable, and the names of the State officials who have charge of inspection are contained in the Circular.

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HEAVY BUTTER STOCKS FEATURE
COLD STORAGE SITUATION.

Stocks of creamery butter in cold storage on March 1 were approximately four times the quantity in storage on March 1 last year. Poultry and eggs also were in larger supply. Total holdings of frozen meats were less than on March 1, 1929. Creamery butter stocks are reported by the Bureau of Agricultural Economics at 46,513,000 pounds compared with 11,910,000 pounds last March, and a five-year average of 17,874,000 pounds on that date.

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ILLINOIS DEVELOPS MODERN
GRAIN MARKETING SYSTEM.

Further progress in building a modern grain marketing system in Illinois whereby a maximum bushelage will flow through co-operative channels to the Farmers' National Grain Corporation was made last week when farmers' elevators at Beason in Logan County, Cissna Park in Iroquois County, and Ransom in LaSalle County applied for membership in the Illinois Grain Corporation, the regional co-operative for the State, says the Illinois Agricultural Association.

Last year the Cissna Park elevator handled 406,000 bushels of grain. The last three-year average for the Ransom elevator is 480,000 bushels handled, while the Beason company reports a 490,000 bushel average for its last three-year period.

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THE APPOINTMENT of Ralph S. Bristol, as State Seed Commissioner and Extension Agronomist, has been announced by Dean E. J. Iddings of the University of Idaho College of Agriculture. Mr. Bristol succeeds John D. Remsberg, Jr., who recently resigned as extension agronomist to accept a position with an eastern firm. Mr. Bristol has been county agricultural extension agent of Bannock County.

REPORTS ON MOTOR TRUCK USE
IN INDIANA AND ILLINOIS.

A report of motor truck transportation of fruits and vegetables in southern Indiana and southern Illinois, by Brice Edwards of the Bureau of Agricultural Economics, contains the following summary:

"Exclusive of market garden and canning supplies, and of local distribution, 38 per cent of the 1928 crop of fruits and vegetables in southern Indiana were shipped by motor truck and 23 per cent were shipped by motor truck in southern Illinois.

"Percentages of certain crops moving by motor truck in southern Indiana were: Apples 45, peaches 40, cantaloupes 36, sweet potatoes 15. Corresponding figures for Illinois were: Apples 18, peaches 29, cantaloupes 75, and sweet potatoes 5.

"It is probable that rail displacement by motor truck in hauling fruits and vegetables in southern Illinois in 1928 as not over 10 per cent, because a large part of the truck movement was of low-quality products not suitable for rail shipment.

"A characteristic of motor truck shipments in this territory is the major distribution to small cities in the corn and coal belts, and in rural trade. Less than 50 per cent of the motor truck movements is to primary city markets."

Complete details of the survey may be obtained in a multigraphed report just issued by the Bureau of Agricultural Economics, and entitled "Motor-Truck Transportation of Fruits and Vegetables, Southern Indiana and Southern Illinois, 1928 Crop."

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POSTERS ILLUSTRATE BEEF GRADES.

Colored posters showing seven steers illustrating the United States grade standards for slaughter steers are being sent to State agricultural leaders by the Bureau of Agricultural Economics. The pictures are actual photographs taken at several markets, and show typical examples of Prime, Choice, Good, Medium, Common, Cutter, and Low Cutter grades. This is the first of a series of posters illustrating all the important classes and grades of livestock and meat which the bureau plans to release.

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OHIO TO ISSUE REPORTS
ON FARM REAL ESTATE MARKET.

The Department of Rural Economics of the Ohio Agricultural Experiment Station has recently issued as Rural Economics Mimeograph No. 23, a semi-annual index of Farm Real Estate Values in Ohio. This is the second of a series of semi-annual reports on the farm real estate market in Ohio. The intention is to publish every six months information on current activities of the farm land market, an index of current trend in market price, and related information which may have an important bearing on the farm real estate situation in Ohio.

REPORTS ON NEW ENGLAND
MARKETING ACTIVITIES.

The following activities of New England Departments of Markets were reported at a recent meeting of the New England Association of Marketing Officials:

C. M. White of Maine reported that potatoes bearing the New England Quality Label imprinted on a tag will start moving soon and that a number of requests have been received in Maine for a New England Label to identify apple jelly. Mr. White believes that this label will prove of great value to the canning industries of his State.

L. A. Carlisle of New Hampshire reported that the establishment of potato grades is being considered in New Hampshire at the present time but that no other new projects are up for immediate consideration.

Earl McNeil of Vermont reported that the Program is progressing normally in Vermont with no new grades being considered for the present.

L. A. Bevan of Massachusetts stated that grades are being considered for strawberries and hot-house lambs. Massachusetts is also considering the establishment of potato grades.

M. H. Brightman of Rhode Island reported that he is very much concerned with the matter of getting actual costs of grading. He has some information available on eggs and expects to have some additional information along other lines in the near future.

Sidney A. Edwards of Connecticut reported that considerable effort has been made in his State to get the three markets of New Haven, Bridgeport and Waterbury on a standard container basis. Requests have also been received for grades on lettuce, tomatoes and baby chicks but nothing definite has been done along these lines.

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IN CONGRESS:

- S. 15, by Senator Dale, to amend the act for the retirement of employees in the classified civil service, passed the House with amendments. A conference has been requested on the disagreeing votes and conferees for both Houses have been appointed.

Bills Introduced:

- S. 3629, by Senator Deneen, to enable the Secretary of Agriculture to investigate, control and eradicate avian tuberculosis and authorizing an appropriation therefor. The Bureaus of Animal Industry, Agricultural Economics, Home Economics, Chemistry and Soils, and the Forest Service would cooperate in these studies.
- S. 3333, by Senator Hebert, to amend the act entitled "An act defining butter, also imposing a tax upon and regulating the manufacture, sale, importation and exportation of oleomargarine."

MISSOURI FEEDS MUST
BE REGISTERED.

"Livestock and poultry feed buyers are warned against unregistered brands and improperly labeled bage or packages, since unregistered and mis-labeled products now belong to the 'bootleg' classification under the new Missouri Feed Law," says the Missouri State Board of Agriculture.

Missouri feed law investigators in the field are cooperating with millers, retailers and consumers, in behalf of registered and labeled feeds. The miller or mixer making and selling a feed only locally at retail is required under the law to register and label the same as the wholesaler, says the Missouri Board.

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NEW JERSEY SURVEYS
FRUIT INDUSTRY.

A statistical study of the fruit industry in New Jersey is to be made by the New Jersey Department of Agriculture in cooperation with the Bureau of Agricultural Economics and the New Jersey State Horticultural Society. The survey will show the number of trees of various stages and varieties of peaches and apples and other pertinent data that will enable growers to play their future operations.

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H. R. TOLLEY DISCUSSES
LARGE-SCALE FARMING.

The Bureau of Agricultural Economics has recently issued a mimeograph statement of a discussion of large-scale farming in the United States, by H. R. Tolley and C. L. Holmes, at the Annual Extension Conference at Lexington, Kentucky, last October.

The statement says in part: "There is little definite information of any radical change in the typical size of the farming unit during the last decade. When the figures of the census of 1925 on the size of farms are compared with similar figures from the 1920 census, no startling changes are shown. We know that since 1925 developments have been under way which have resulted in a remarkable increase in the size of farms in certain areas. The agricultural census of 1930 will yield the first comprehensive information revealing the extent to which this movement has gone. There have been a few conspicuous developments, but we know that the movement toward consolidation of holdings and carrying on of farm operations on a scale markedly larger than previously existed has not gone far. The importance of the subject, therefore, is mainly in its potentialities rather than in its actualities."

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"THE DEMAND FOR DRIED FRUIT IN GERMANY", by Milton J. Newhouse, has been issued in mimeograph by the Bureau of Agricultural Economics.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

March 26, 1930

Vol. 10, No. 13.

NEW YORK CONFERENCE STRESSES NEED FOR FOOD STANDARDS.

The need for food quality standards in order to facilitate trade in all branches of the food industry was stressed at the food standards conference held at New York City, March 21, under the auspices of the New York Food Marketing Research Council.

Earl R. French, research agent in marketing connected with the Council, reports that the conference was attended by approximately one hundred persons representative of practically all branches of the trade, and of eastern educational institutions.

Factors involved in setting standards for canned goods were discussed by Gordon C. Corbaley, President, American Institute of Food Distribution, who said that "Congress should be urged to enact legislation compelling short-sighted canners to put on the outside of their packages of low grade products something that will warn consumers that while this is wholesome food it was packed from products too ripe, or too tough or watery to permit of its being distributed to the average American home."

The buying of food supplies for New York restaurants, hotels and steamships was described by Laurence I. Graham, formerly buyer for the Childs Company, who declared that "the Government inspection service is without doubt the best guarantee and the most economical means that a buyer can utilize to assure himself that he is securing merchandise that meets his specifications. He can have his merchandise inspected in the country, or at point of arrival, or at the vendor's place of business, or at his own receiving station. He can use this service when he wants it and as long as he wants it, at a ridiculously low rate. It amazes me that the shrewd buyers and restaurant operators in this city fail to utilize this service more fully. The Government standards, though primarily drawn up for use on large units, can readily be made applicable to the requirements of the restaurants, hotels and steamships. By stating deviations from these standards, buyers can fairly accurately specify their needs."

Food utilization studies by the Federal Department of Agriculture were described by Dr. Louise Stanley, Chief, Bureau of Agricultural Economics, who said that by determining the qualities of products that are most desirable for different uses, and by determining how production factors influence the desirable qualities, "we believe it is possible to set up standard specifications for foods, which may be used by the housewife to determine the product which is best adapted to the particular use she has in mind."

Other speakers on the program included Mrs. Ruetta Day Blinks, Food Consultant, Home Making Center, who spoke on the subject "Economical Buying Habits," and F. J. Schlink of the American Standards Association, whose topic was "The Scientific Method Applied Through Tests And Specifications - The Basis of Intelligent Purchase." Dr. Arthur E. Albrecht of the New York State Department of Agriculture and Markets told how the New York State Better Egg Law benefits consumers.

NEW JERSEY APPROVES
TWENTY-FIVE PRODUCE GRADES.

Grades for twenty-five New Jersey farm products were approved at a recent conference held by the New Jersey Department of Agriculture at Trenton, New Jersey.

Warren W. Oley, Chief, Bureau of Markets, informed the growers at the meeting that the grades would be referred to the State Board of Agriculture, which has authority to promulgate grades of all farm commodities in New Jersey. The New Jersey grades were compiled with the cooperation of the Federal Bureau of Agricultural Economics, but it was necessary to draw up some new grades on a number of products which have not as yet been covered by the Federal bureau or because certain Federal grades are not entirely adapted to New Jersey conditions.

The grades which were approved were for apples, blackberries, blueberries, peaches, strawberries, cabbage, carrots (bunched), carrots (topped), asparagus, string beans, beets (bunched), celery, corn (green), cucumbers (slicing), lettuce, onions, peas, peppers (sweet), potatoes, radishes (bunched) romaine, spinach, sweet potatoes, tomatoes (cannery), tomatoes (fresh).

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KANSAS STATISTICIAN SURVEYING
GRAIN STORAGE FACILITIES.

A survey of the storage capacity of interior mills and elevators in the leading grain States is being made by E. C. Paxton, agricultural statistician for Kansas, for the Bureau of Agricultural Economics. Reports have been practically completed for Missouri and Kansas, where the work was done in cooperation with the Trans-Missouri-Kansas Shippers Board of the American Railway Association; and a report for Montana has also been completed.

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PEACH SURVEY TO COVER
ATLANTIC COAST STATES.

Extension of the peach survey started last year in the South Atlantic States by the Bureau of Agricultural Economics, to cover all the important Atlantic Coast States and northern States where peaches are grown on a commercial basis, has been announced by the bureau. The field work is expected to be completed by July 1.

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TENTATIVE HOG STANDARDS
ARE REVISED.

Revision of the tentative standards for market classes and grades for hogs has been completed by the Bureau of Agricultural Economics. Suggestions regarding the proposed standards will be sought from producers, members of the trade, and representatives of State Colleges of Agriculture. Following field conferences the standards will be put into final form for promulgation by the Secretary of Agriculture. There has been a demand from several sources recently for official standards for commercial grading.

PHILADELPHIA PRODUCE RECEIPTS
NOW 100,000 CARS ANNUALLY.

Total fresh fruits and vegetable requirements of the Philadelphia consuming territory approximates 100,000 cars annually, as indicated by unload reports for the past year.

More than 48,000 carloads of produce were received in the city in 1929, a gain of almost 4,000 cars over the 1928 total. It is estimated that receipts by boat, truck and wagon equal, and possibly exceed, the rail receipts. New Jersey, Pennsylvania, Delaware, Maryland and Virginia are the principal sources of truck receipts.

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NEW ORLEANS PACKING
INDUSTRY IS DECLINING.

Eradication of the cattle tick in Louisiana should result in a great stimulus to the stockyard and meat packing industries in the New Orleans area, according to B. B. Jones of the Louisiana Extension Service in a statement that New Orleans stockyards last year received a total of 140,250 head of cattle and calves, a decrease of more than 30,000 head as compared with receipts the preceding year.

"This decline," Mr. Jones says, "has been going on steadily for the past several years, and various reasons are assigned for it. One is that the public market situation in New Orleans has been unfavorable to a proper distribution and consumption of locally produced meats; and another factor is undoubtedly due to the tick situation in Louisiana. Louisiana has less cattle in the State than ever before."

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CITRUS FRUIT INDUSTRY
FACES FOREIGN COMPETITION.

The American citrus fruit industry is confronted with increasing competition in foreign markets from foreign producing countries in which production is being stimulated by the steadily growing world demand for oranges and grapefruit, according to the Bureau of Agricultural Economics.

"Outstanding points in the world citrus fruit situation," the bureau says, "are increasing production of oranges and grapefruit, with recent new plantings and large non-bearing acreages in a number of countries pointing to continued future expansion; an upward trend in consumption of both oranges and grapefruit, particularly grapefruit, in the United States and the principal importing countries, and an apparently fairly stable lemon production situation, at a level, however, that necessitates the use of a considerable proportion in the manufacture of by-products."

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UNITED STATES STANDARDS FOR FRESH PEAS, and United States Standards for Bermuda Onions have been issued by the Bureau of Agricultural Economics.

NEW JERSEY DAIRY COMMITTEE
APPROVES MILK GRADES.

Final action on grades of milk for the State of New Jersey, recommended by the Dairy Advisory Committee and health officers, has been taken by the New Jersey Milk Conference Board. This marks the culmination of two years' work in an effort to establish grades for milk that would benefit producers and gain the confidence of consumers.

The grades include definite standards for grade A pasteurized and grade B pasteurized, and two special New Jersey grades with production limited to the State of New Jersey - New Jersey grade A raw and a special grade of pasteurized. It is proposed to place the specifications for these grades in the State sanitary code, giving them the effect of law and facilitating amendments. The State Board of Health would enforce the standards. The New Jersey Bureau of Markets will aid the marketing of the milk produced under the two special grades as coming exclusively from the State, and will endeavor to stimulate public demand for these better grades of milk which command a better price than the regular grades.

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HEARING ON ALLEGED GRAIN
PRICE MANIPULATION TO BE HELD.

The hearing on the complaints of the Secretary of Agriculture against William B. Massey, John S. Reddy, and Philip J. Reddy, members of the Chicago Board of Trade, involving charges of attempted manipulation of the price of grain and other alleged violations of the Grain Futures Act, which was to have been held at Chicago, March 24, has been postponed until April 7. The hearing will be held at 717 Postal Telegraph Building, and will be conducted by a referee designated by the Secretary of Agriculture.

The formal complaints, after setting forth the respondents' alleged violations of the Grain Futures Act, including attempted manipulation of the price of grain on the Chicago Board of Trade, the issuance of false, misleading, or knowingly inaccurate reports affecting the price of grain, the failure to keep records of grain futures transactions, and other irregularities, direct the accused brokers to show cause why an order should not be issued barring them from all trading privileges on the grain futures markets of the United States.

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PIERSON SUCCEEDS BUCK AS
ILLINOIS DIRECTOR OF AGRICULTURE.

Hon. Stuart E. Pierson of Carrollton, Illinois, has been appointed Director of Agriculture by Governor Emmerson of Illinois, to fill the vacancy by the retirement of Clarence F. Buck as Director. Mr. Pierson is a banker and farmer and for many years has been an active member of the Greene County Farm Bureau.

ILLINOIS SEES LOWER
POULTRY PRODUCTS PRICES.

Low price levels for poultry and poultry products face producers as a result of present indications of expansion and increased production, according to F. E. Elliott of the Illinois Extension Service. Mr. Elliott says that "if there is to be a increase in the number of chickens this year, as indicated by Federal figures, it will not be out of line to expect that the corresponding increase in production of broilers will further depress a market that may already be unfavorably influenced by storage stocks. Likewise, heavier fall and winter egg production from an increased number of pullets may be met at the markets by comparatively heavy storage holdings. Under these circumstances a high market for eggs can not reasonably be expected."

FARM TAXES EXCEED NINE HUNDRED
MILLION DOLLARS, SAYS COOMBS.

Direct taxes paid by farmers now amount to more than nine hundred million dollars annually, of which approximately 84 per cent is paid through the general property tax, according to Whitney Coombs of the Bureau of Agricultural Economics.

Mr. Coombs believes that the period of rapid rise of farm taxes has passed and that any increase in the immediate future will be at a less rapid rate. He says that "the rate of increase of State and local taxes will be less than it has been, but no general reduction in farm taxes is likely to come from a decrease in total expenditures."

A report of Mr. Coombs' study is contained in Technical Bulletin 172 just issued by the United States Department of Agriculture.

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INCREASED FLAX PRODUCTION
URGED BY AGRICULTURAL COLLEGES.

Flax production in the United States should be increased because "only half as much flaxseed is produced in the United States as is consumed; there is no surplus problem with flax; flax has been a profitable crop for a period of years, and the price outlook continues good", says the agricultural extension services of Minnesota, Montana, North Dakota, and South Dakota in a joint publication entitled "Flax Facts". Copies may be obtained from the agricultural colleges in the States named.

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COMMERCIAL WASHING OF SMUTTY WHEAT UNDER EASTERN CONDITIONS" and "Large Scale and Corporation Farming, A Selected List of References" are the titles of mimeograph reports just issued by the Bureau of Agricultural Economics.

IN CONGRESS.:

H.R. 8, by Mr. Haugen, to amend the Food and Drugs Act so as to forbid the sale of partially filled food containers and containers which are made so as to deceive or mislead the purchaser as to quantity, etc., has passed the house.

H.R. 10173, by Mr. Buchanan, to authorize the Secretary of Agriculture to conduct investigations of cotton ginning, has been reported out of the House Committee Rept. No. 954).

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FARM CENSUS SEEN AS AID
TO AGRICULTURAL ADJUSTMENT.

The 1930 farm census is of special importance in view of the far-reaching economic changes which have occurred in American agriculture the last ten years, according to Nils A. Olsen, Chief of the Bureau of Agricultural Economics, in an appeal to farmers to give every assistance to the census enumerators.

"The census," he says, "is vital to the research and statistical work of the Bureau of Agricultural Economics as it provides basic data from which to estimate annual farm conditions in inter-census years. The 1930 census will make available exact data regarding acreage and livestock expansion in recent years regarding the various shifts in specific lines of farm production. We will know precisely the extent to which mechanical power has replaced animal and man power on the farms, and we shall be able to form some judgment as to future developments in this field.

The census will yield information on farm ownership and farm tenancy to give an indication as to whether the trend is toward the development of large farm holdings worked by tenants and hired hands - that is, toward so-called corporation farming, - or whether despite the reported industrialization of agriculture, the family farm will persist. The census, for the first time, will endeavor to secure information regarding farm income, and expenditures for operating equipment. Data covering the dairy industry will be especially valuable in view of the present uncertain position of that industry. The census returns will afford a basis for better estimates of meat production than could be made heretofore."

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"FARM FAMILY LIVING AMONG WHITE OWNERS AND TENANT OPERATORS IN WAKE COUNTY, (NORTH CAROLINA)" has been issued as Bulletin 269 by the North Carolina Experiment Station, Raleigh, N. C.

"STATISTICS OF OATS, BARLEY AND GRAIN SORGHUMS, year ended December 31, 1928, with comparable data for earlier years," has been issued as Statistical Bulletin 29 by the U. S. Department of Agriculture.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 2, 1930

Vol. 10, No. 14.

INTERSTATE POTATO COMMITTEE PLANNED FOR PACIFIC NORTHWEST.

Organization of an interstate potato committee in the Pacific Northwest has been practically completed by the Extension Services and Departments of Agriculture of the several States, following meetings with representatives of the Federal Bureau of Agricultural Economics and local agricultural trade interests.

Plans for the organization were laid March 17 at a conference held in Walla Walla by those interested in the potato industry in Washington, Idaho, Montana, and Oregon, and a subsequent conference was held at Boise, March 29, when the States of Utah, Wyoming, Colorado, and California were invited to join in the movement.

The objective of the interstate organization is to develop a constructive program of acreage stabilization, market correlation, price information, and potato credit. The work of the organization will be patterned somewhat after that of the Interstate Early Potato Committee of the Southeastern States.

The Pacific Northwest committee hopes to begin work July 1 this year.

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CONFERENCE ON APPLE GRADES TO BE HELD IN WASHINGTON, D.C.

Representatives of Middlewestern and Eastern Departments of Agriculture will meet at Washington, D. C., April 30, to discuss suggestions for any changes which may be desired in the United States standards for the grading and packing of apples. The conference will be held in the Federal Bureau of Agricultural Economics. The State marketing officials have been requested to invite a grower and a dealer from their respective States so that the Federal Bureau may have the views of persons actually growing and dealing in apples as well as those of the marketing officials.

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ATLANTIC STATES MARKETING OFFICIALS TO MEET ON APRIL 29.

The spring meeting of the Atlantic States Division of the National Association of Marketing Officials will be held at Washington, D.C., April 29, according to an announcement by L. A. Bevan, Secretary of the Association. The meeting will be held in the conference room of the Bureau of Agricultural Economics.

"CONSUMER GRADES" DISCUSSED
AT FOOD STANDARDS MEETING.

"Solution of the problem of establishing consumer grades for fruits and vegetables," according to R. R. Pailthorp of the Bureau of Agricultural Economics in a discussion of this subject at the food standards conference held in New York City on March 21, "lies in finding the means by which the retailer can buy his supply of fruits and vegetables already graded so that he may secure the quality of stock which his class of trade desires. If he caters to a wealthy class he can buy Fancy grade products, if catering to a middle class he can buy a No. 1 grade, or if he sells to a poor class he can buy No. 2 potatoes.

"In order for him to buy fruits and vegetables in this manner somebody must do the sorting before the products reach him, either the jobber, carlot receiver, shipper or the grower. The jobber and the carlot receiver contend that city labor costs would be exorbitant and that high rents and other overhead expenses would not permit of such grading in a large way in city markets.

"It appears that the most logical place to do such grading would be at shipping points, either on the farm or at central packing houses, - the latter preferred. When proper grading has been accomplished so that the retailer can order the quality of stock to suit his particular trade, then he can sell by grade without the attendant waste which would probably occur under the present system of marketing. Much good has been accomplished through the standardization and inspection work which has already been done by the Bureau of Agricultural Economics, but growers and shippers in general have not sorted their products into the many grades which would be required by the consumer."

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SEED LOANS TO BE MADE
SOON IN FOUR REGIONS.

Loans to farmers in storm, flood, and drought-stricken areas of the United States, for seed, feed for work stock, and fertilizer for the 1930 crops will be made by the U.S. Department of Agriculture under authority of a Resolution passed by Congress and approved March 3, 1930, a fund of \$6,000,000 having been provided in the Deficiency Act approved March 26.

The Resolution authorizes the making of loans in areas in fifteen States, where the Secretary of Agriculture finds need for such assistance may exist. For the prompt handling of applications, field offices of the Federal Department are being established at Columbia, S.C.; St. Louis, Mo.; Grand Forks, N. Dak., and Albuquerque, N. Mex.

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FARM PRICE INDEX OFF
FIVE POINTS IN MONTH.

The general level of farm prices declined 5 points from February 15 to March 15, reaching the lowest point since May 1927. At 126 per cent of the pre-war level on March 15, the index of prices paid producers was 14 points under a year ago.

FROZEN PACK FRUITENTERING COMMERCIAL STAGE.

The frozen pack method of preserving strawberries, raspberries, loganberries and to some extent sour cherries, in small containers for domestic use offers considerable promise in the opinion of H.C. Diehl of the United States Department of Agriculture, commenting on frozen-pack experiments in the Pacific Northwest last year.

Primary requisites of a satisfactory pack in small containers, Mr. Diehl says, are "fully matured, clean, well-graded raw material; a fruit mass covered with sirup or sweetened juice and having an attractive color, free from fading or surface discoloration; quick cooling and adequate freezing; agreeable texture, flavor and aroma; absence of surface mold, fermentation or decomposition; a package that is satisfactorily full when thawed; and an attractive package, tightly sealed, easily handled in packing, of material which reduces or prevents the passage of oxygen to the interior and which will not unduly retard cooking."

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ILLINOIS SAYS THAT CORNSTOCKS ARE SMALL.

While present holdings of corn both for the country and for Illinois are relatively small and probably will leave no large carryover at the end of the year, there is little in sight to indicate a rapid expansion in the demand for corn, in the opinion of L.J. Norton, assistant chief in agricultural economics at the Illinois College of Agriculture.

"One factor which eventually will make for a higher level of corn prices," he says, "is the fact that the relationship between corn and hog prices is now definitely favorable to hogs. This sooner or later will stimulate an increase in numbers of hogs which will absorb any surplus corn and establish a better balance between corn supplies and demand."

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MISSOURI TO REPORT ONTAX SITUATION.

Recent taxation studies soon to be reported by the Missouri Agricultural Experiment Station show comparisons between the assessed values and the actual values of 4,437 pieces of real estate in Boone County. These comparisons will reveal the fact that 17 per cent of the farms sold in this county from 1923 to 1928 were assessed at more than their sale value. In the same period 6 per cent of the city lots that were transferred were assessed at more than their sale value. Since the data were gathered for this study, the sale values of real estate in the county have continued to decline while a blanket increase of approximately 4 per cent in the assessed values was made in 1929.

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TRANSPORTATION OF MILK and other perishable farm products by means of air tankers flying between Southern producing areas and large centers of population is predicted by Major Walter R. Weaver of Maxwell Field, Alabama.

CALIFORNIA AGRICULTURAL
SURVEY UNDER WAY.

This year will probably be crucial in the affairs of California fruit growers who were hard hit by the frost of 1929, in the opinion of economists of the Division of Agricultural Economics, University of California, in a preliminary report of results of an economic survey of California agriculture.

"Poor returns for several years and frost damage in 1929," the investigators declare, "have nearly exhausted the reserves that many fruit growers built up during the early years when California fruits were more limited in quantity and brought higher prices. In this respect, 1930 will determine the fate of certain fruit farmers who were hit hard by the frost of 1929.

"There have been few sales of land throughout the Sacramento and San Joaquin valleys other than those made by finance agencies in disposing of foreclosed acreage. Several real estate companies are engaged in subdividing a few large tracts and while their sales have been increasing late, there is not an active land market despite comparatively low prices for good acreage.

"Farmers report few changes in their credit conditions during the past five years other than that financing agencies are demanding more security for farm loans. Marketing agencies, both cooperative and independent, have been very active in advancing production credit in certain areas, especially to fruit growers. When choosing between cooperative and independent marketing agencies, farmers expressed the opinion that if the former could make larger initial payments at the time of delivery to the packing houses, membership would be much more attractive. Delayed payments by cooperatives was given as a reason for using independents by many farmers. With the entrance of further government financing through the Federal Farm Board, cooperatives may be able to compete better with independents in this regard."

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CONDITIONS IN DAIRY INDUSTRY
COVERED BY FARM CENSUS.

The dairy industry has been given a prominent place in the farm census which is being taken by the Bureau of the Census this month. The various questions to be asked dairymen are expected to yield basic and current data which will enable Federal and State agricultural economists to help dairymen formulate a program of future development for the industry. This phase of the census is regarded as of special importance by specialists of the U. S. Department of Agriculture, in view of current conditions in the dairy industry.

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GEORGIA ISSUING WEEKLY
PRICE INFORMATION SHEET.

Issuance of a weekly mimeographed circular entitled "Price Information and Market Service" has been announced by J. Phil Campbell, Director, Georgia Extension Service at Athens, Georgia. A primary purpose of the publication is to keep county agents informed as to market values at Georgia shipping points for such Georgia products as are not reported daily through other channels.

EXPORT APPLE SITUATION DISCUSSED
AT NEW ENGLAND MEETING.

Announcement that an agreement has been reached by shipping companies to refuse to accept shipments of apples from the United States that do not carry certificates of inspection stating that there are no "apple maggots" in the shipments was made by C. M. White of Maine at the March 13 meeting of the New England Association of Marketing Officials, held at Boston.

Walter Piper of Massachusetts emphasized the seriousness of the apple maggot situation and "the necessity of recognizing the attitude of the English people if we are to retain our export market for apples." He suggested a conference with the International Apple Shippers' Association in working out a program which would remedy the situation; also a check-up of orchards, spray methods, examination of fruit in orchards, and orchard clean-up methods.

It was brought out under discussion that there is no State law in New England at present which prevents "unclassified fruit" from being exported. It was also brought out that "there would be advantages in getting the British Government to place an embargo on all fruits which fail to meet export requirements."

A poll of representatives from the six New England States indicated that "five of the six favored the repeal of their present State apple laws which are practically uniform and in their place the establishment of voluntary grades for apples on the same plan that is followed in the case of other agricultural products."

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SUPPLEMENTARY OUTLOOK REPORT
ISSUED BY FEDERAL BUREAU.

Intentions-to-plant reports received from about 50,000 farmers indicate a total acreage of principal crops, exclusive of cotton, about 2 per cent above the acreage of the crops harvested in 1929, according to the Bureau of Agricultural Economics in a supplementary statement to the Outlook Report which was issued in January.

The bureau believes, however, that it is likely that the actual increase in acreage will be less than the 2 per cent reported because unfavorable weather at planting time usually prevents farmers from carrying out their plans and there is usually some loss from drouth, floods, etc.

The reports for the United States indicate that farmers are planning to decrease acreage of durum wheat 15 per cent, peanuts about 5 per cent, and hay eight-tenths of one per cent. While they are planning increases on all other crops reported, the reported intentions correspond closely to the recommendations of the January Outlook Report except that with certain crops the adjustment of acreage is not likely to go as far as recommended.

Mimeographed copies of the bureau's supplementary report, dated March 28, may be obtained by writing the bureau at Washington, D. C.

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"LIST OF AGRICULTURAL ECONOMIC REPORTS and Services of the Bureau of Agricultural Economics" is the title of a mimeographed report just issued by the Bureau.

IN CONGRESS:

Committee hearings have been held on H. R. 3921, by Mr. Hope, authorizing the Secretary of Agriculture to establish grades and an inspection service for canned foods.

An appropriation of \$300,000 was included in the District of Columbia Appropriation bill, H.R.10813, for the establishment of a farmers' market in the Southwest section of Washington, D. C.

H.R. 2667, by Mr. Hawley, the Tariff Bill, has passed the Senate with numerous amendments.

H.R. 9979, by Mr. Wood, the first Deficiency bill, has passed both houses and has been forwarded to the President of the U.S. for signature.

Bills Introduced:

H.R. 11097, by Mr. Haugen, to authorize the Secretary of Agriculture to establish uniform standards for the market classification and grading of livestock and livestock products and to maintain standard grading service therefor.

H.R. 11098, by Mr. Purnell, to enable the Secretary of Agriculture to investigate, control, and eradicate avian tuberculosis, and authorizing an appropriation therefor.

H.R. 11191, by Mr. Lehlback, to amend the Reclassification Act.

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Recent Mimeographs
Bureau of Agricultural Economics.

"Publications Relating to Farm Population and Rural Life"

"World Wool Situation" dated March 28.

"World Wheat Crop and Market Prospects" dated March 25.

"Beginnings of Cooperative Egg and Poultry Marketing."

"Production and Carry-over of Fruit and Vegetable Containers for the Year 1929."

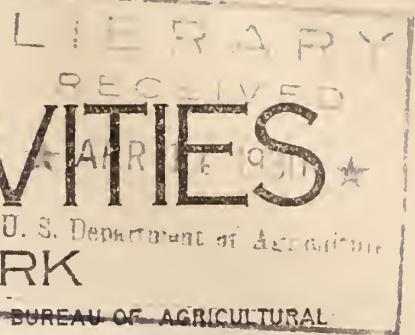
"March Cattle Markets", radio talk by C. V. Whalin.

"The Lamb Supply Situation," radio talk by C. L. Harlan.

"The Early Vegetable Situation," radio talk by F. B. Robb.

"March Grain Markets," radio talk by F. A. Collier

"The March Dairy Markets," radio talk by L. M. Lavis.



MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 9, 1930

Vol. 10, No. 15

MARKETING OFFICIALS PROGRAM TO COVER WIDE SCOPE.

Final preparations are being made this week for the program of the spring meeting of the Atlantic States Division of the National Association of Marketing Officials to be held at Washington, D. C. April 29. Laurence A. Bevan, Secretary of the Atlantic Division, reports that interest of marketing officials who will attend the session centers around the work of the Federal Farm Board. Mr. C. C. Teague, member of the Board, will address the meeting. Other subjects to be considered include chain stores, canning crop inspection, truck crop information, radio market news service, tobacco standardization, the interstate potato committee, terminal markets reversal of inspection, eastern milk supply, and small container marketing.

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NEW HAMPSHIRE ESTABLISHES GRADES FOR POTATOES.

Establishment of official grades for potatoes for the State of New Hampshire has been announced by Commissioner Andrew L. Felker of the New Hampshire Department of Agriculture, effective May 1. The grades are New Hampshire-United States No. 1, New Hampshire-United States No. 2, and New Hampshire Fancy. Specifications may be obtained from Commissioner Felker, Concord, N.H.

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NATIONAL EGG WEEK BEGINS ON MAY 1.

National Egg Week will be observed in the United States this year from May 1 to May 7, the National Poultry Council has announced. "Eggs for Vitamins and Health" is the campaign slogan this year. The Council reports that "approximately 10 per cent of every dollar spent for food in the United States goes for poultry products. Six cents goes for eggs, and four cents for poultry."

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PENNSYLVANIA ISSUES FOOD STANDARDS BULLETIN.

The Pennsylvania Department of Agriculture has announced the issuance of a new publication entitled "Food Standards and Definitions". Specific requirements are given for approximately 25 different classes of food products. Copies may be obtained from the Pennsylvania Department of Agriculture, Harrisburg, Pa.

ILLINOIS RECOMMENDS"FILLING" LIVESTOCK.

The practice of "filling" livestock before it is sold might be a real help right now in relieving grain surpluses if even more feed were used in making the "fill", according to R. C. Ashby, livestock marketing specialist of the Illinois College of Agriculture.

"'Filling', or feeding at the market," Mr. Ashby says, "is really but an equalizer of the shrinks which always occur when livestock is moved from farm to market, no matter what the method. In order to get a normal selling weight, stockmen allow their animals feed and water at the market before they are weighed. If no feed were allowed at the stockyards some hogs would be sold empty, some partly filled and others full.

"Under one plan of marketing which is used considerably, hogs are unloaded from the cars, are given access to water, but get no feed before weighing. The advantage claimed is the economy to the shipper in saving the price of the corn which is commonly filled.

"One stockman who checked up on more than 40 cars of hogs found that the water fill alone averaged about 185 pounds a car. When six bushels of corn a car was fed, in addition to free access to water, he got about 275 pounds more fill a car. In a recent test at the South St Paul market by the North Dakota Agricultural College more than 11,000 hogs were weighed right off the cars, empty, and these weights compared with the sale weights later. Results showed that the increased weight due to corn and water consumed at the yards paid for all terminal marketing expense, including yardage, feed, commission and similar items, and left \$41.70 a car, besides."

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TOBACCO GRADING SHORTCOURSE IS ANNOUNCED.

A short course in tobacco sorting and grading, to be held at Raleigh, N.C., April 22-26, has been announced by the Tobacco Section, U. S. Bureau of Agricultural Economics. The course will be conducted at the North Carolina Agricultural College, in cooperation with the College, the North Carolina Division of Markets, the Virginia Division of Markets, and the Extension Service of Virginia, North Carolina and South Carolina. The first section, April 22 and 23, will deal with the principles involved in properly sorting tobacco on farms; the grading course, April 24-26 is intended primarily for men who are already competent judges of tobacco but who wish to become familiar with Federal Standard grades of flue-cured tobacco.

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DR. JOHN H. SHEPPERD has been named President of North Dakota Agricultural College, after having served as acting president since last September. Dr. Shepperd has been connected with the North Dakota Agricultural College since 1893, the fourth year of the institution.

MISSOURI ISSUES RULING
ON BUTTER SUBSTITUTES.

Attorney-General Stratton Shartel of Missouri has issued an opinion regarding Missouri state laws covering butter substitutes, the conclusion of which reads:

"It is our opinion, therefore, that any person who shall combine any number of substances (excepting those mentioned in the Proviso is said section) for the purpose or with the effect of imparting thereto a yellow color or any shade of yellow, so that such substitutes shall resemble yellow or any shade of genuine yellow butter, is violating Section 12005, R.S. Mo. 1919. We are of the opinion further that oleomargarine may be offered for sale and sold only when: First, it is uncolored; second, when the containers or cartons thereof have printed on them the word 'Oleomargarine'."

Commissioner E. G. Bennett of Missouri has instructed his field men to investigate the selling of butter substitutes, and where violations of the law are found, to file complaints with prosecuting attorneys. There are 16 sections of law in Missouri covering the manufacture, labeling, sale, etc., of butter substitutes, regulating the sale thereof. In 1929 the Missouri Legislature passed a new section defining butter substitutes, which included compounds made in imitation or semblance of butter. These compounds come under the definition of "oleomargarine", and their sale is regulated by the Missouri laws.

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FARMERS PLANNING "BUSINESS
AS USUAL" THIS YEAR.

Farmers are going into the new season with a production program similar to that of recent years despite declining commodity markets and a general feeling of economic uncertainty, says the Bureau of Agricultural Economics in its April 1 report on the farm situation.

"The new season," the bureau says, "appears to be opening up favorably and spring work is fairly well advanced over most of the country. Fruit trees are blossoming, meadows and winter grain have started up well, a large proportion of the oats are in ground, spring wheat sowing is under way, and corn planting is already progressing northward toward the Corn Belt proper.

"Producers have carried very moderate stocks of grain and potatoes over from last year. March reports showed 129,000,000 bushels of wheat left on farms, including wheat to be used for seed and feed, as compared with a 10-year average stock of 142,000,000 bushels. Likewise the stock of corn on farms was 989,000,000 bushels, against 1,125,000,000 average; and oats 399,000,000 bushels, against 487,000,000 average. It is estimated that there are only about 20,000 or 25,000 cars of potatoes yet to be marketed, nearly half the remaining stock being in Maine."

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"CORN STATISTICS", year ended December 31, 1928 with comparable data for earlier years, has just been issued as Statistical Bulletin No. 28 by the United States Department of Agriculture.

REPORT OF MARKETING OFFICIALS
IS NOW AVAILABLE.

The report of the proceedings of the Eleventh Annual Meeting of The National Association of Marketing Officials at Chicago last November, is now available in printed form in a volume entitled "Newer Developments in Marketing".

Some of the topics discussed by speakers of national reputation in this report are: "Policies and Programs of the Federal Farm Board", "Clearing House Development", "The Uses of Our Agricultural Land", "The Work of the Interstate Early Potato Committee", "Chain Stores as Factors in the Distribution of Farm Products", "Changes in the Mechanism of the Fruit and Vegetable Industry", "Motor Truck Transportation of Farm Products", "The New England Farm Marketing Program", "Cooperative Live Stock Marketing", and "Pacific Egg Producers Program". The volume also contains the reports of the Standing Committees of the Association.

Copies of the report may be obtained at \$1 each from F. B. Bomberger, Secretary-Treasurer, College Park, Maryland.

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IN CONGRESS:

S. 108, by Senator Borah, to suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities in interstate and foreign commerce, has been reported out of the Senate Committee with amendments (Rept. No. 1041).

H.R. 6153, by Mr. Colton, authorizing the President to appoint a commission of 25 members to study and report on the conservation and administration of the public domain, has passed both houses with amendments agreed to.

H. R. 10818, by Mr. Leavitt, to extend the provisions of Public Resolution 47, (71st Congress) for the relief of farmers in the storm, flood and/or drought stricken areas of Ala., Fla., Ga., N. C., S. C., Va., Ohio, Okla, Ind., Minn., N. Dak., Mont., N. M., and Mo., has been reported out of the House Committee. (Rept. No. 1030).

S.J.Res.152, by Senator Wheeler, to extend the provisions of the joint resolution for the relief of farmers in certain storm, flood and/or drought stricken areas, approved March 3, 1930, has been reported out of the Committee with amendments (Rept. No. 306).

S. J.Res.49, by Senator Norris, to provide for the national defence by the creation of a corporation for the operation of the Government properties at and near Muscle Shoals in the State of Alabama, has passed the Senate with amendments.

Bills Introduced:

H.R.11329, by Mr. Morgan, to prevent deceit and unfair prices that result from the unrevealed presence of substitutes for virgin wool in woven or knitted fabrics purporting to contain wool and in garments or articles of apparel made therefrom, manufactured in any Territory of the United States or the District of Columbia, or transported or intended to be transported in interstate or foreign commerce, and providing penalties for the violation of this act.

LAW AUTHORIZES STATE TO REQUIRE TUBERCULIN TEST FOR CATTLE

State, ex rel. Spillman, Atty. Gen., v. Splittgerber
Supreme Court, Nebraska, February, 1930 (229 NW 332).

The right of the legislature to require owners of breeding cattle to submit animals to tuberculin test and adopt reasonable measures for carrying out such requirements recently was upheld by the Supreme Court of Nebraska in the above case. The action was instituted by the State to enjoin defendant from obstructing or preventing any member or agent of the Department of Agriculture from applying the tuberculin test to defendant's cattle pursuant to the provisions of Chapter 12 of the laws of 1927. The defendant contends that the act is unconstitutional and seeks to have agents of the Department enjoined and restrained from entering his premises for the purpose of applying the tuberculin test to his cattle. The trial court found for plaintiff and defendant appeals. Affirmed. The section of the law in question reads:

"The Department of Agriculture shall be vested with the power and charged with the duties of protecting the health of live stock in Nebraska, of determining and employing the most efficient and practical means for the prevention, suppression, control and eradication of dangerous, infections, contagious or otherwise transmissible disease among domestic animals, and to that end of placing in quarantine any county or part of any county, or any private premises, or private or public stockyards, and of quarantining any domestic animal or animals infected with such disease or which have been, or are suspected of having been, exposed to infection therefrom, and of killing any animals so infected, and of regulating or prohibiting the arrival into and departure from and movement within the state of animals infected with such disease or exposed, or suspected of having been exposed, to the cause, infection or contagion therefrom, and, at the cost of the owner, of detaining any domestic animal found in violation of any departmental or statutory regulation or prohibition."

The law also provides that upon petition of a certain number of owners of breeding cattle in a county asking that cattle be tested for tuberculosis the Department shall fix a time for hearing and shall cause appropriate notice to be published preceding the time fixed for inspection. A further provision is that when the petition is found sufficient the Department shall declare such county an area for the inspection, examination, and testing of breeding cattle for tuberculosis. Certain other provisions are contained in the law with respect to such inspection.

The record discloses that many cattle have been tested on a cooperative basis between the U. S. Bureau of Animal Industry and the State Department. Upon commencing a test of the defendant's cattle some were classified as reactors. The defendant contends that the law is unconstitutional

and that it discriminates between breeding cattle which are covered by the law and feeding cattle which are exempt from inspection, and that both breeding and feeding cattle are susceptible to tuberculosis. The point is made in the decision that feeding cattle are raised for market and must necessarily pass through many stages of inspection before the product finally reaches the public for consumption; that the existence of tuberculosis in breeding and dairy cattle is a menace to the public health both of infants and adults and is a matter of common knowledge. Citing a previous case (State v. Heldt, 115 Neb. 435) the following quotation is indicated:

"It is within the province of the legislature in the exercise of police power to require the examination, inspection, and testing of cattle for bovine tuberculosis and if such disease is found to exist to make provision for the destruction of the diseased animals".

Other cases involving similar questions are cited.

In concluding its opinion the court stated: It must appear to every unbiased mind that the legislature is warranted in its solicitude for the public health and welfare, as disclosed by the facts in the present case *** The legislature may use its discretion in adopting the classification making a distinction between the testing of breeding cattle and feeding cattle when the object to be accomplished is for the public interest. And, finally, from a Minnesota case: Statutes to promote and protect the public health by suppressing tuberculosis among domestic animals are for a public purpose. Laws for promoting and protecting the public health are liberally construed to accomplish the intended purpose. Judgment affirmed. -H.F.Fitts.

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MEAT CONSUMPTION LITTLE AFFECTED BY DECREASED BUSINESS ACTIVITY.

The decreased industrial activity of the past winter had only a slight effect on the demand for livestock and meats, with changes in supply operating as the chief factor affecting the prices of these commodities according to C. A. Burmeister of the Bureau of Agricultural Economics, in an analysis of the situation, in The Agricultural Situation of April 1. Mr. Burmeister's figures for the four months, November 1929 to February, 1930, show that the total per capita disappearance of meats and lard (Federal Inspected Slaughter) decreased 1.25 per cent during this period while the average retail price, based on prices published by the Bureau of Labor Statistics, was reduced only 0.1 per cent, and the total amount paid per capita decreased 1.35 per cent. Since there was a slight reduction in both consumption and price, a slightly weaker demand is indicated.

"The statistical evidence," Mr. Burmeister says, "indicates that the demand for livestock and meats during the past winter was adversely affected to a slight extent. The reduction in demand, however, appears to have been small, and prices have been principally influenced by changes in supply."

STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 16, 1930

Vol. 10, No. 16

ERIC ENGLUND IS APPOINTED
ASSISTANT CHIEF OF BUREAU.

Appointment of Eric Englund as Assistant Chief of the Bureau of Agricultural Economics has been announced by Nils A. Olsen, Chief of the Bureau. Mr. Englund succeeds H. R. Tolley who resigned recently to go to the Giannini Foundation at the University of California.

Since September, 1928, Mr. Englund has been in charge of the Division of Agricultural Finance of the Bureau, and will continue to direct the activities of that division. From 1921 to 1926 he was connected with the Kansas State Agricultural College, where his chief line of work dealt with research in farm taxation.

Mr. Englund was born on a farm in Sweden in 1893. He came to the United States as a boy and engaged in farming in Texas and Oregon. He was graduated in agriculture from the Oregon Agricultural College, receiving the B.S. degree in 1918 and the A.B. degree from the University of Oregon in 1919; he has also taken graduate work at the University of Wisconsin, University of Chicago, and Harvard University.

As Assistant Chief of the Bureau of Agricultural Economics, Mr. Englund will be engaged with the administration of the large amount of economic research work being done by the Bureau.

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TENNESSEE SHEEPMEN ORGANIZE
FOR WOOL MARKETING PLAN.

Leading sheepmen representing eighteen counties in Middle Tennessee which produce 75 per cent of the State's wool clip, met in Nashville recently and unanimously adopted the Federal Farm Board's plan for marketing wool, according to the Tennessee Extension Service. It is expected that growers in East and West Tennessee will take similar action.

The plan requires the assembling of the wool in carlots which will be shipped to Baltimore. Growers will be advanced 90 per cent of the current market value of their wool, less cost of selling, on date of shipment. The remainder will be paid when the wool has been sold. This plan will replace the method of holding local sales as has been done in past years.

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IOWA REPORTS WIDE
RANGE IN EGG QUALITY.

A study of egg marketing in Iowa, says the Iowa Experiment Station, has disclosed a wide range in the quality of eggs delivered by various farmers at produce plants. Some farmers had as high as 100 per cent No. 1 eggs, while others had as low as 27 per cent No. 1's. Dissatisfaction of many producers with the "flat price" basis of buying is resulting in the gradual adoption of grading by dealers, says the Iowa Station.

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Washington, D. C.

DEMAND INCREASING FOR NEW JERSEY PRODUCTS.

Secretary W. B. Duryee of the New Jersey Agricultural Department declared recently in a radio address that "the annual increase in the consumption of farm products in the Philadelphia territory calls for a corresponding increase in New Jersey production. Greater New York," he added, "is lapping over the west bank of the Hudson, and soon more millions must be taken care of."

Mr. Duryee also stressed the importance of establishing grades for articles produced on the farm and offered in the open market for their food value, "since proper grading establishes confidence, and confidence is the basis not only of continuous demand but of prices that allow for a reasonable margin of profit."

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VIRGINIA ENACTS NEW MARKETING LEGISLATION.

The General Assembly of Virginia, which adjourned on March 8 last, passed a law which authorizes the Director of the Division of Markets, with the approval of the Commissioner of Agriculture, to establish official grades for agricultural products, and provides authority for checking upon the markings of agricultural products relating to grade, classification or condition. However, no money was appropriated for carrying out the purposes of this law, and, as yet, no plan has been developed for making the law effective.

The Producers Cooperative Marketing Act was amended to cover cooperative purchasing by farmers as well as cooperative selling. The amendment also improves the law in other respects, making it more applicable to present conditions. The Apple Grading and Marking Law also was amended slightly so as to permit cases to be brought in any court instead of confining them to the corporation court of cities and circuit courts of counties. J. H. Meek, Director of the Virginia Division of Markets, declares that the latter amendment will simplify and improve the enforcement of the Apple Grading and Marking Law.

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IOWA REPORTS INCREASE IN INTERIOR LIVESTOCK MARKETINGS.

"Our study of livestock marketing in Iowa," says the Iowa Experiment Station, "reveals the rapidly increasing importance of interior markets, including local packers and concentration stations. In 1928 over 51 per cent of Iowa hogs went to interior markets, as compared with 49 per cent in 1927.

"Records from farmers' shipping associations show that these agencies are increasing their returns by improving their selection of markets and by establishing contacts with interior packers and concentration agencies. Associations that have established desirable connections with interior packers are getting from 5 to 50 cents per hundred more for hogs than are those associations which are consistently shipping to a public market center. The possibilities of selling hogs directly to packers rather than indirectly through the public market centers are causing farmers' local marketing associations to consolidate their businesses by the formation of centralized selling and cooperative concentration agencies."

ST. LOUIS CCNSUMERS COMMISSION
INVESTIGATING MILK SITUATION.

Investigation of milk prices, costs of distribution, sanitation, milk quality, and the economic condition of dairymen in the St. Louis milk shed is being made by the Sanitary Milk Commission recently organized by the League of Woman Voters in St. Louis. County Farm Bureaus, the Illinois Agricultural Association, and the Sanitary Milk Producers are cooperating in the investigation.

Producers in the St. Louis milk shed want milk paid for on a base and surplus plan. The dairymen argue that the distributors get 13 cents a quart for milk the year around, and therefore should pay the producers a uniform price the year around for milk diverted into retail channels.

The dairymen, also, would like to enter into a cooperative agreement with the dealers to advertise milk and boost the sale of dairy products on the St. Louis market. Under the present price arrangement, farmers get a flat rate of 3.5 cents a quart for milk.

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28-HOUR LAW VIOLATIONS
SHOW LARGE INCREASE.

There were 415 violations of the 28-hour law which provides for the proper feeding, watering, and rest of livestock in interstate transit, last year, compared with 284 cases reported for prosecution in 1928, according to the Federal Bureau of Animal Industry. Carriers, says the Bureau, have shown a general desire to cooperate with the Government officials and with shippers, and some carriers have voluntarily provided yards with concrete floors, shelter, and improved facilities for feeding and watering. Violations of the law have been found in most cases to be the result of lack of interest on the part of railroad employees.

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FOREIGN BUYING DEMAND
IS REPORTED IMPROVED.

Long expected improvement in European buying of wheat and stimulation of European buying interest in cotton are reported in cable dispatches to the Bureau of Agricultural Economics from its foreign representatives.

"The wheat price upturns of recent weeks," the bureau says, "appear to be very largely the result of the long-anticipated improved European buying. This is likely to be supported by reduced European stocks, in spite of none too satisfactory business conditions in many countries. Recent firmness in raw cotton prices appears to have stimulated European buying interest somewhat."

The bureau estimates the 1929-30 world sugar crop at 29,833,000 short tons of raw sugar as compared with last season's record crop of 30,-281,000 short tons. Decreased production from last season is reported chiefly in countries producing cane sugar.

RETAIL PACKAGING OF
FARM PRODUCTS INCREASING.

Increased consumption of Idaho potatoes in the New York market the last few years is attributed by Earl R. French of the New York Food Marketing Research Council to the use of small retail packages, as the 15 and 25 pound bag and the 15 pound fibre carton. The general practice is to ship the commodity from Idaho in 100 pound bags and to repack in the smaller containers. One firm is reported to have sold about 85,000 15-pound bags last year.

Mr. French reports also that the Florida Citrus Exchange is making an experiment in packing oranges in colored mesh bags which hold about one-tenth of a box. He says that the Atlantic & Pacific Tea Company handled a number of cars of California oranges in this manner last year, of which a few were distributed in the Metropolitan New York market.

Increasing use of sealed fibre containers in the retailing of milk is also reported. The Sealed Container Corporation, the organization that sells the machines for manufacturing this package, declared recently that approximately 200,000 fibre containers of various sizes are being used per week in the metropolitan district.

Mr. French reports that fresh meat cuts in packages, wrapped in cellofane, were introduced last month into thirteen retail grocery stores of H. C. Bohack & Company in New York, and that the company has announced it will introduce this type of package in its 299 grocery units.

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PENNSYLVANIA DEPARTMENT WARS
ON "FAKE MAPLE SIRUP."

One Pittsburgh man is in jail in default of bail and another has paid a heavy fine for selling "bootleg" maple sirup in western Pennsylvania, according to James W. Kellogg, director of the Bureau of Foods and Chemistry, Pennsylvania Department of Agriculture.

The "pure maple sirup" being imported into Pennsylvania by motor truck from an adjoining State, Mr. Kellogg says, was found, upon analysis, to be the ordinary cane sugar sirup, artificially colored and flavored. The product was sold to food retailers, particularly those in the small towns of western Pennsylvania, direct from motor trucks.

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FARM WAGES LOWEST IN EIGHT YEARS.

Farm wages on April 1 were the lowest for that date since the Bureau of Agricultural Economics began to collect these figures on a quarter-yearly basis, in 1923.

"This situation," says the bureau in a farm wage report just issued, "is a reflection of the larger supply of farm labor due to the small volume of industrial employment at the present time. The supply of farm hands on April 1 ranged from 13 per cent more than the demand in the North Atlantic States to 21 per cent greater than the demand in the Far Western States."

The bureau's index of farm wages on April 1 is placed at 162 per cent of the 1910-14 five year pre-war average; this is about 3 points above the index on January 1 this year, and nearly 5 points below the index on April 1, 1929.

WAREHOUSEMAN'S OBLIGATION OF ORDINARY CARE
CAN NOT BE SIGNED AWAY BY CONTRACT.

Miller v. John Repp Ice and Cold Storage Co.,
Court of Errors and Appeals of New Jersey, February, 1930,
(148 Atl. 641).

Action by E. E. Miller against the John Repp Ice and Cold Storage Company. Judgment for plaintiff and defendant appeals. Affirmed.

A warehouseman is generally liable for loss caused by failure to exercise care such as a reasonably careful owner would exercise in connection with the custody of perishable products.

In this case the plaintiff, a grower of peaches, stored in defendant's cold storage plant some 16,000 baskets of peaches receiving therefor a receipt in the usual form in compliance with the uniform warehouse receipts law. Shortly thereafter defendant notified plaintiff that they were having trouble in keeping the temperature down in the cold storage plant and found that the fruit was not keeping well; that the trouble seemed to be caused by some peculiarity in the fruit itself. Plaintiff was also notified to remove fruit within 72 hours. After examination of the fruit the plaintiff found that it was a total loss and he therefore prepared and filed his claim for damages against defendant immediately. It appeared from testimony adduced that the peaches were in prime condition when put into the warehouse but that conditions in the warehouse had not been satisfactory in that the temperature had never been sufficiently reduced to preserve the fruit. This was due to some mechanical or operating difficulty which had not been remedied. On the question of negligence of defendant to maintain proper temperature, which was claimed by plaintiff, the contract provides:

"The party of the second part shall not be responsible for failure to maintain any given temperature unless same is caused by its negligence."

In construing this provision the following is from the trial court's charge to the jury:

"The defendant was charged, however, with ordinary care for the protection of the fruit, and by ordinary care in this connection is meant the care that a reasonably careful owner would exercise in regard to similar property of his own. This degree of care the defendant was bound to observe, regardless of any condition of the contract which might conflict therewith. The law imposed that obligation, and it could not be impaired by any stipulation of the contract in pursuance of which the peaches were stored. * * *"

This instruction was held proper on appeal. Several other errors were assigned and discussed but upon the general question of liability of defendant to maintain proper temperature and to protect the property while in their custody the finding of the trial court for plaintiff was upheld.

IN CONGRESS:

H.R. 10173, by Mr. Buchanan, to authorize the Secretary of Agriculture to conduct investigations of cotton ginning, has passed the House. This Act authorizes an appropriation of \$100,000. A similar bill (S. 3687) by Senator Harrison, has been reported out of the Senate Committee. (Rept. No. 363).

S.Res. 149, by Senator Sheppard, requesting and directing the Secretary of Agriculture to investigate through the Grain Futures Administration the cause of the 1926 decline in cotton***also to make a similar investigation for 1927 and 1928 and report the information to the Senate, has been reported out of the Committee.

S. 412, by Senator Simmons, to authorize the creation of organized rural communities to demonstrate the benefits of planned settlement and supervised development, has passed the Senate.

H.J.Res. 195, by Mr. Cooper, authorizing and requesting the President to invite representatives of the Governments of the countries members of the Pan American Union to attend an Inter-American conference on agriculture, forestry and animal industry and providing for the expenses of such meeting, has passed both houses and been forwarded to the President for his signature.

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RECENT MIMEOGRAPHS

(Bureau of Agricultural Economics)

"Check List of Standards for Farm Products Formulated by the Bureau of Agricultural Economics."

"Farm Value, Gross Income, and Cash Income from Farm Production," Part 1, Estimates by Commodities and by States, together with Production, Disposition, and Price Data used 1924-28. Section 1, Crops.

"The Staple of Oklahoma Cotton' 1928 Season."

"The Role of Machinery in the Development of the Agriculture of the United States," by H. R. Tolley and A. P. Brodell.

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MUCH BUTTER IN COLD STORAGE.

Supplies of butter in cold storage continue heavy, with stocks of creamery butter in storage April 1 aggregating 30,503,000 pounds compared with 5,532,000 pounds on April 1 last year, and a five-year average of 8,512,000 pounds, reports the Bureau of Agricultural Economics.

Stocks of case eggs and frozen poultry are larger than a year ago, but the report indicates smaller stocks of meats, lard, apples, and pears.

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"The Annual Report of the Detroit Municipal Bureau of Markets" has just been issued by G. V. Branch, Director, Detroit, Michigan.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 23, 1930

Vol. 10, No. 17

MARKETING OFFICIALS MEETING

TO CONSIDER CURRENT PROBLEMS.

The functioning of the Federal Farm Board, and the agricultural marketing problems which have arisen through the development of chain store distribution, have been assigned prominent parts in the discussions of eastern State marketing officials who will meet in annual conference at Washington, D. C., April 29. Approximately fifteen States will be represented at this meeting of the Atlantic States Division of the National Association of Marketing Officials.

C. C. Teague, member of the Federal Farm Board, will tell the marketing officials how the Board functions with relation to producers distant from markets and with relation to producers adjacent to markets. R. P. Hunter of the American Stores Company will address the conference on the subject: "How Must Our Present System of Marketing be Altered to Keep Pace with the Chain Store Method of Distribution?"

"The New York Plan for Regional City Markets," will be described by H. Deane Phillips of New York, and an outline of "Pending Legislation Affecting Eastern Agriculture," will be given by H. F. Fitts of the Federal Bureau of Agricultural Economics. "Expanding Tobacco Standardization," will be described by N. B. Rue of Tennessee, and "Recognition of Consumer Grades" will be discussed by Earl French of New York. There will also be a round table discussion on "State Grade and Label Plan of Fostering Sale of Quality Products" led by C. W. Waid of Ohio. The meeting will be opened with an address by C. W. Kitchen, Assistant Chief of the Bureau of Agricultural Economics.

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NEW JERSEY TO HAVE AUCTION

MARKETS ON EGGS AND POULTRY.

Auction selling of fruits and vegetables has proved so successful in New Jersey that this method of cooperative marketing will probably be extended to the poultry industry within the near future, the New Jersey Department of Agriculture has announced. Through such a type of market, the department says, a large volume of eggs and poultry could be disposed of quickly at a place where buyers, both large and small, could get together to obtain their individual needs in exactly the quality and quantity desired.

"The most strategic points for such auctions," according to the announcement, "would be one in South Jersey, in or near Vineland, another in the eastern section of the State, preferably Toms River, and a third in Hunterdon County. Poultrymen in these sections are now considering the matter and will likely take some action within the next few months. To be successful, the auctions would have to operate two days a week in order to keep up the quality of the product, and offer for sale, not only eggs, but broilers, roasting chickens, and other poultry products."

WISCONSIN TO PUBLISH RESULTS
OF DAIRY MARKETING RESEARCH.

The results of a two years' study of milk marketing in the larger towns and cities of Wisconsin, a detailed study of the Milwaukee milk shed, and an economic study of cheese factories are being assembled for publication in bulletins this year by the Wisconsin Agricultural Experiment Station. Brief accounts of these studies are given Bulletin 410 entitled "New Science for an Old Art" just issued by the Station.

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CONNECTICUT FOSTERS ADVERTISING
CAMPAIGN ON EGGS.

More extensive advertising of local farm products was recommended by all committees at a recent poultry conference sponsored by the Connecticut State Department of Agriculture. As a result, two Connecticut egg marketing associations are planning advertising campaigns to increase the use of eggs, the Connecticut Agricultural College has announced.

"The central association has made an appropriation for advertising for the coming year, but the exact type of advertising to be carried on has not yet been decided," according to the College. "The western association recently inaugurated a radio campaign through Station WEAN in Providence, where it sells its eggs. The weekly broadcast at 5:45 each Wednesday night for 13 weeks will set forth the advantages of eggs in general and New England Maid, their trademark, in particular."

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MISSOURI REPORTS PROGRESS
IN MARKETING ASSISTANCE.

The Missouri Extension Service reports that "during the past year twelve cooperative marketing associations were organized with the counsel of the extension specialists. These organizations had a membership of 14,793 farmers, and handled supplies valued at \$127.892 with a saving amounting to \$12,325.

"In addition to actual reduction in the cost of marketing livestock, which has been passed back to the producer as savings, many unsatisfactory trade practices have been eliminated and a more favorable atmosphere created for transactions at the central market. Machinery has been set up for the direct movement of cattle and lambs from the range to the feed lot, and for the extension of credit to feeders at favorable interest rates and more satisfactory terms than previously existed. The producer has come to have a better understanding of market prices and grades of livestock, and factors affecting prices of livestock, as a result of his patronage of cooperative institutions."

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UNITED STATES MEAT PRODUCTION DECLINED SLIGHTLY IN 1929, says the Bureau of Agricultural Economics, reporting total production of dressed meat, not including lard, at 16,803,000.000 pounds last year, compared with 16,955,000,000 pounds in 1928. Per capita consumption of meats, excluding lard, is placed at 136.8 pounds compared with 138 pounds in 1929.

MASSACHUSETTS PART-TIME FARMERS
PRESENT MARKETING PROBLEM.

A survey of part-time farming recently conducted by the Massachusetts Agricultural College disclosed that in two areas, one north of Boston and another south of Boston, the percentage of part-time farmers selling their products was 67 per cent and 77 per cent respectively. In the town of Holden, investigated in the same study, more than one-third of the total value of agricultural products sold by the local producers was supplied by part-time farming enterprises.

"It is evident that the sale of agricultural products by part-time farmers in the central markets," according to David Rozman of the agricultural economics department, "would not affect the farmers of Massachusetts in the same way as the sale in local markets. Owing to the fact that the main competition for the Massachusetts producers in the central markets comes from the products sent from other sections of the country, the amount of produce shipped by part-time farmers to those markets would have, except for a few types of commodities, only slight effect on the price which Massachusetts producers obtain for their products.

"On the other hand, in the local markets where demand is narrowly limited the supply of products from part-time farming enterprises enters into direct competition with the produce sold by other growers. Only about 10 per cent of operators in the areas investigated were sending their products to the main central markets, and 90 per cent were selling either within the town in which they live or in the neighboring towns and cities.

"At the time of industrial depression, with attendant slackening in employment, most of the operators begin to expand rapidly thier production as a means of obtaining a larger share of their livelihood from agriculture. As a result ,the local markets become oversupplied with agricultural products and, unless some measures area undertaken to take care of these periodical surpluses, the local producers entail great losses from ensuing low prices."

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TUFKEY RAISING IS BECOMING
AN INCREASING BUSINESS.

Increasing knowledge of parasitic diseases and their control is putting the turkey industry on a more stable basis, according to A. R. Lee, poultry husbandman of the U. S. Department of Agriculture. Mr. Lee says there are now more than 3,500,000 turkeys on farms in the United States, and they constitute 1 1/2 per cent of all poultry. The 1929 crop of market turkeys indicated a decided advance in the business as compared with 1928, as production was increased about 9 per cent. A foundation flock of turkeys has been established for experimental purposes at the U. S. Range Experiment Station at Miles City, Montana.

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ONION GROWERS of the Arkansas Valley area of Colorado have made a survey of the onion situation in that territory and are organizing for the purpose of disseminating better information concerning control methods, combating insects and disease, and standardizing the product with greater attention by grading, packing, and distribution throughout the marketing centers, reports the Colorado Extension Service.

ILLINOIS GIVES RESULTS OF LIVESTOCK TRUCKING STUDY.

Trucking livestock to market costs more than rail transportation, but farmers are willing to pay the extra cost for "convenience and greater flexibility of movement" offered by motor shipping, the Illinois Extension Service has learned in a recent survey.

Trucking rather than rail shipping more than a million head of livestock to the Peoria, East St. Louis and Chicago terminal markets in 1927 cost Illinois farmers \$400,763, all of which must be charged up to the "convenience" of truckage, according to the Illinois Experiment Station.

"In the space of a single year, 1928 to 1929, there was a 35 per cent increase in the number of livestock trucked to the three markets and the problem of necessary adjustments between truck and rail transportation is a basic one to the livestock industry of the State. Results of the study suggest that the best service is not necessarily truckage all the way from farm to market but that it often may be a combination of rail and truck.

"The entire livestock marketing system may be changed by the increasing use of motor transportation. Trucking, for example, may be encouraging the establishment of innumerable small markets at the expense of the present terminals; probably it has already accelerated direct marketing; it may tend toward decentralization of the packing industry; it has impeded operation of local cooperative livestock shipping associations, and yet, if properly used, it could well contribute to an effective farmer-owned and controlled livestock marketing system."

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PRODUCTION OF PEAS FOR CANNING INCREASES.

Since 1905 the volume of garden peas grown for canning has multiplied more than five times, and since 1922 this crop has headed the list of vegetables grown for canneries, as indicated in Farmers' Bulletin 1255F, "The Production of Peas for Canning," just issued by the U. S. Department of Agriculture. In 1928 pea canners packed 17,943,000 cases.

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IN CONGRESS:

H.R.10173, by Mr. Buchanan, to authorize the Secretary of Agriculture to conduct investigations of cotton ginning, has passed both houses and been forwarded to the President of the U.S. for signature. This act authorizes an appropriation of \$100,000.

Pills Introduced:

H.R.11678, by Mr. Reece, authorizing and directing the Secretary of Agriculture to establish and maintain a tobacco experiment and demonstration station for the South at or near Greenville, Tenn.

H.R.11726, by Mr. Hope, authorizing and directing the Secretary of Agriculture to investigate all phases of crop insurance.

AUTOMATIC SPRINKLER SYSTEM NOT NECESSARILY ESSENTIAL
TO PROTECT GOODS IN WAREHOUSE.

Jordan v. Federal Compress & Warehouse Co., et al
Supreme Court of Mississippi, Feby.1930 (126 So.31)

It is held in this case that failure to install an automatic sprinkler system was not negligence as a matter of law rendering warehouseman liable for loss of cotton by fire.

R. L. Jordan brought suit against the Federal Compress & Warehouse Company. Decree of dismissal and plaintiff appeals. Affirmed.

Appellant Jordan's bill of complaint sought to recover \$25,000, the value of 284 bales of cotton stored by him in a public bonded warehouse at Canton, Mississippi, which was destroyed by fire. From decree dismissing the bill of complaint this appeal was prosecuted. The 284 bales of cotton were deposited by appellant in the warehouse owned by appellee. He received a warehouse receipt for each bale of cotton so stored. Appellant made demand upon appellee for return of cotton claiming that right by reason of having deposited the cotton and receiving receipts therefor and paying the lawful warehouse charges. In answer to the demand for return of the cotton, the appellee undertook to meet the burden by showing the existence of a lawful excuse for their failure to deliver the cotton. In other words, that they had exercised such care as a reasonably careful owner of similar goods would exercise, showing in detail the character of the building in which the cotton was stored, its equipment, and the precautions taken to prevent the introduction and spread of fire in the warehouse. The testimony covered every detail of construction of the building, the type of fire-fighting apparatus, and the character of services required of the night watchman and noon-day watchman. Other testimony was introduced showing the approval of the engineer of the insurance company of the building, its construction, classification, etc. The fire was confined to one compartment of the building. Upon all the testimony offered and after inspection of the premises, etc., the Chancellor held that the appellee had met the burden imposed of showing that they had exercised such care in regard to the warehouse and the cotton stored therein as a reasonably careful owner of similar goods would have exercised. In this finding the appellate court concurs.

In discussing the contention of appellant that failure of appellee to install an automatic sprinkler system was such negligence as would render them liable for loss of his cotton, the court said:

"We cannot say, as a matter of law, that the failure of the appellees to install a sprinkler system in this warehouse was a breach of its statutory duty to the appellant. What constitutes the care that would be exercised by a reasonably careful owner of similar goods, similarly situated, is a question of fact, to be judged by reference to all the circumstances of the particular case, considering the nature and character of the property, its exposure to damage or loss, its proximity

to danger from fire, the means employed to prevent or arrest the progress of fire, and the location, character, and construction of the warehouse in which the property was stored. While the presence or absence of an automatic sprinkler system in the warehouse would be a material fact to be considered in connection with all the other facts and circumstances to determine whether, in a particular case, a warehouseman had exercised the care which a reasonably careful owner of similar goods would exercise, and in some cases the absence of such a sprinkler system might be held to be negligent, yet if, in the absence of such a sprinkler system, the facts show that the warehouseman otherwise exercised such care in regard to the property as a reasonably careful owner of similar goods would exercise, there is no liability for the loss of such goods.

The court below found that appellees had exercised that degree of care required by law to prevent or lessen damage and the court here was unable to see that the conclusion in that decree was not supported by the evidence. Decree affirmed.

- H. F. Fitts.

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PUBLICATIONS

(Bureau of Agricultural Economics)

"Marketing Imperial Valley Cantaloupes, Summary of 1929 Season," by R. H. Lamb.

"Losses from Stinking Smut of Wheat Can Be Reduced," a series of posters prepared by F. C. Meier and E. G. Boerner.

"Marketing Mississippi Tomatoes, Summary of 1929 Season," by Roland L. Sutton.

"Statistics of Meat Production, Consumption and Foreign Trade of the United States, 1900-1929."

"Marketing North Carolina Peaches, Summary of 1929 Season," by C. D. Schoolcraft.

"April Feed Markets," a radio talk by F. J. Hosking.

"The Condition of Winter Grain," a radio talk by J. A. Becker.

"Development of the Early Lamb Crop," a radio talk by C. L. Harlan.

"Factors Influencing Living Conditions of White Owner and Tenant Farmers in Wake County, North Carolina," has been issued by the North Carolina Experiment Station, Raleigh, North Carolina.

"State Sanitary Requirements Governing Admission of Livestock," has been issued as Miscellaneous Circular 14 by the U. S. Department of Agriculture.

"Cherries," one of an economic series on California crops and prices, has been issued as Bulletin 488 by the Giannini Foundation of Agricultural Economics, Berkeley, California.

STATE AND FEDERAL MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

April 30, 1930

Vol. 10, No. 18

ATLANTIC STATES MARKETING OFFICIALS HOLD RECORD MEETING

Eleven States Represented in Discussion of Marketing Problems

Farm Board Members Tell Officials How Farmers Can Secure Benefits of Federal Marketing Act

Nearby producers would not lose their home markets through the development of National agricultural sales agencies, in the opinion of C. C. Teague, Federal Farm Board member, addressing the Atlantic States Division of National Association of Marketing Officials in annual session at Washington, D. C., April 29. He said that the National agency would doubtless be compelled by economic conditions to keep out of markets already supplied by local growers, citing as analagous the practice of the California Citrus Growers Exchange in meeting the competition of Florida citrus in eastern markets.

Eleven States were represented at the meeting: West Virginia, Virginia, New York, Ohio, Delaware, Pennsylvania, Massachusetts, New Jersey, Connecticut, Rhode Island, and Maryland. The program included an address by C. W. Kitchen, Assistant Chief, Bureau of Agricultural Economics, on the service and regulatory activities of that Bureau; an outline of "The New Plan for Regional Markets", by H. Deane Phillips of New York; an outline of "Pending Legislation Affecting Eastern Agriculture", by H. F. Fitts of the Bureau of Agricultural Economics; a discussion of problems of the chain stores in handling persihable commodities, by R. P. Hunter of the American Stores Company; "Consumer Grades" by Earl French of the New York Food Marketing Research Council, and the "State Grade and Label plan of Fostering Sales of Quality Products" by C. W. Waid of Ohio. C. E. Gage of the Bureau of Agricultural Economics discussed the development of tobacco standardization. The presiding officer was W. W. Oley, of New Jersey, Chairman.

Foreign Agricultural Service Expansion

Nils A. Olsen, Chief, Bureau of Agricultural Economics, in an address of welcome to the delegates, declared that plans are under way for an "expanded foreign service reaching out into all parts of the world; to secure information on foreign competition and demand; and to fit into the program of marketing information the State divisions of marketing are developing." Mr. Olsen said that the full details of the program are not yet available, but that he hoped they would be available in the near future.

Federal Service and Regulatory Work

C. W. Kitchen, Bureau of Agricultural Economics

Interest in Mr. Kitchen's discussion centered in the so-called Commission Merchants Licensing Law now awaiting action in the House of Repre-

sentatives. Mr. Kitchen said that "this is very-far reaching legislation. Administratively, we believe it will be a good thing for the industry. We believe that the honest dealer, individually or through his trade associations, who has condemned fraudulent practices in the produce trade will be afforded protection under this bill; the dishonest or unscrupulous dealer will be compelled to conform to its requirements, or go out of business."

Mr. Kitchen reported that the Bureau now has nearly 225 cooperative agreements with the States on service and regulatory activities. The tobacco grading service now conducted in five States is a recent development; approximately 10,000,000 pounds of tobacco was graded this year. Mr. Kitchen cited the proposed grading of livestock at shipping points as another current development. He said:

"We are frequently told that the grading of live animals is impractical. We have actually graded under actual conditions, and are convinced that the grading of live animals is practicable. A grading service on live animals can be conducted with no more error than any service where its application depends on human skill and judgment. The direct marketing of hogs has created a demand for official grading and certification. The Bureau expects to hold a series of conferences in the middle-west on the tentative hog grades to get the sentiment of all elements of the industry.

"The cotton cooperatives are urging the development of licensing the classers they employ, and to subject their work to supervision by the department. There is also evidence of progress in carrying the standardization work on perishables through to the consumer. We will start a grading service on cheese in Wisconsin whereby inspection and certification will be carried through to the consumer, the parafined cheese being stamped with the grade by means of a machine which has been perfected in the Bureau. We are now grading and stamping between 35,000,000 and 40,000,000 pounds of beef each year, and this service will be enlarged beginning the first of July.

Grades for Canned Goods

"The principle of carrying the grading service through to the consumer is being expressed in connection with canned foods. We have developed grades for canned fruits and vegetables under the Warehouse Act. The interest in the grading of canned fruits and vegetables so as to inform the consumer of the quality of the product has grown to the point where a bill was recently introduced by Representative Hope of Kansas, and is now before the House Committee on Agriculture. It provides for certification of canned fruits and vegetables and authorizes the canner or owner of the goods to label the cans with the official grade. We inspected more than 20,000,000 pounds of canned poultry last year.

Inspection Service Should Be Self-Supporting

"The inspection services should be self-supporting. The Treasury should not be called upon to finance them. They are only about 60 per cent self-supporting at the present time. I think it will be absolutely necessary in future years to make these services self-supporting in order to get

increased funds for their development.

"The market news work is growing slowly. There is much that should be done. The appropriation bill provides for extension of the leased wire system from Minneapolis to Fargo, N. D., where in cooperation with the agricultural college we expect to intensify market news. It provides for development of the market reporting service on livestock at Nashville, which will be done in cooperation with the Tennessee Division of Markets. It provides for market news on dry beans.

"In fruits and vegetable field work there is to be a slight change in policy. The policy of accepting financial aid from local people in the operation of offices in producing districts has presented difficulties. With the funds available we shall undertake the operation of stations entirely at Government expense, except for such funds as can be made available by the States. We shall want all the money assistance the State agencies can give us.

"There is need for market reporting in connection with the rapid growth of the livestock industry in the corn belt area, and we expect to put two men in the middle-west to develop a service on reporting the movement of livestock to market on direct sale."

The New York Plan for Regional City Markets

H. Deane Phillips, New York Bureau of Markets.

The detailed plans for the establishment of regional city markets, under city and State control, in New York State, have been outlined in previous issues of "MARKETING ACTIVITIES". Mr. Phillips said:

"We believe that the public market offers tremendous possibilities for marketing, for our eastern States especially, a conclusion based on a considerable amount of study over a period of eight years. During the last three or four years Mr. Crouch of our Department has been devoting his full time to this public market project. Last year the New York State College of Agriculture started a study of these market facilities.

"We have found that instead of declining, our markets in New York State are handling an increased volume of business. These markets have long since ceased to be essentially retail markets; they have become wholesale trading centers. The supply area of these markets has increased enormously; supplies at Albany come from fully half way across the State, and occasionally from Niagara County. The distant farms do not haul their own produce but sell it to a trucker who sells it on the market; he is a new type of middleman.

"The market has ceased to be a supply center for the city alone where the market happens to be located. Inter-city truckers buy produce on the market and distribute it over a considerable area. In Albany, it was learned that four per cent of the market purchases were being delivered to points 70 miles or more away from Albany. The increase in volume of carlot receipts, and the increase in motor trucked supplies have made a terrific congestion.

"The markets of New York State, of these larger cities, are trying to function as regional markets with facilities laid out in the days of the horse-drawn vehicle when the consumer went to market with a basket on her arm. The logical place now for these markets is at the railroad. The control of these markets is still in the hands of city authorities; the markets are suffering from poor management. The logical agency of control is the larger governing unit, the State; at least there should be State participation in the management of these markets."

Pending Legislation Affecting Eastern Agriculture
H. F. Fitts, Bureau of Agricultural Economics.

Mr. Fitts outlined briefly the legislation now up for consideration by Congress. All of these bills have been reported currently in "MARKETING ACTIVITIES" during the present session of Congress. Of especial interest, is a bill "to promote the agriculture of the United States by extending into the foreign field the service now rendered by the United States Department of Agriculture in acquiring and diffusing useful information regarding agriculture."

Under this bill the "Department would have enlarged powers to deal with the collection and dissemination of foreign agricultural information, and its representatives abroad would be given higher status than at present, with the designation of agricultural commissioners attached to the diplomatic mission of the country in which located. The essence of the bill would be the acquisition of such information in foreign countries regarding world production, competition and demand for agricultural products as might be necessary to provide an adequate production and market outlook service for American agriculture, and the dissemination of this information through appropriate agencies; also for the Secretary to conduct abroad investigation, demonstration and promotion of the use of standards for agricultural products."

State Marketing Legislation

The chairman of the meeting asked the various State representatives what legislation on marketing is now pending or being contemplated in the States.

Connecticut: Our legislature does not meet until this winter; the only agricultural legislation passed at the last session bearing on marketing was a slight revision of the apple grading law. We do not contemplate anything at the present time.

Rhode Island: Our legislature just adjourned. It passed fifteen bills of which only two have any direct bearing on marketing. One amendment to the original bill creating the Bureau of Markets places grading on a voluntary basis; this was later amended in the Senate to pertain to over-facing; the surface must represent the contents. A bill was passed requiring all milk sold within the State to be pasteurized within the State. Another bill requires all handlers of poultry to be licensed.

Ohio: Nothing special offered at the present session.

Pennsylvania: Our legislature does not meet until this coming January. There is nothing I know of at present unless we bring up the commission merchants law.

Maryland: The last meeting of the legislature passed a law licensing commission merchants, but this was vetoed. The Senator who introduced the bill contemplates reintroducing it at the coming session next January.

Massachusetts: The apple grading law is being revised, and the question is whether it will be kept compulsory or made voluntary.

Virginia: The last legislature passed several laws, but only one relating to marketing. The cooperative marketing law was broadened to apply to the purchasing of supplies by farmers. The apple grading marketing law was slightly amended so as to take cases into the lower courts. The most outstanding piece of legislation was the passage of a bill providing authority for the checking on the markings of any agricultural product, after

rules and regulations are issued providing for official grades. Markings on those products refer to grade, quality or condition. That bill is very broad because it applies to all products.

Delaware: Our last legislature clarified the law pertaining to the marking and branding of all closed packages of apples.

New York: Our legislature has adjourned. I indicated that this bill on the regional markets plan died in committee. There was a bill to set up compulsory potato grades, but it failed to pass. We had a bill introduced to change the commission merchants law to bring it somewhat into line with the proposed Federal legislation, setting up a code of ethics, etc, but this was left over until next year.

West Virginia: Our last legislature abolished our State grades, giving the Commissioner power to adopt and put into use Federal grades.

New Jersey: An act which was fostered by a County Board of Agriculture and by the Farm Bureau licensing and bonding commission merchants, buyers and brokers, was passed and signed by the Governor.

Progress of Federal-State Tobacco Grading

C. E. Gage, Bureau of Agricultural Economics.

Mr. Gage gave a description of the auction method of selling tobacco in Southern markets, and declared that he believes that "where people buy on contract, there can be a stipulation of price based on grade and Federal determination of the grade when deliveries are made." He said that the tobacco standardization work was started three years ago at Lynchburg, Virginia, by reason of the vision and belief in the service entertained by Mr. Meek of Virginia. Tobacco was graded on eight markets the past season, and this year the service will be extended to a larger number of markets.

Typical of the increasing popularity of this service, Mr. Gage said that "last year we were successful in locating one little market in North Carolina where they were willing to take on the service. This year, there are at least a dozen large and small markets in North Carolina that want the service."

How The Federal Farm Board Functions

C. C. Teague, Federal Farm Board.

Mr. Teague emphasized the necessity for cooperative action in controlling market supplies, and cited at length the experiences and achievements of the California Citrus Growers Exchange and other West Coast organizations in this connection.

"In an effort to see how we might approach the problem in fruits and vegetables," he said, "we called a conference last January of some of the larger commodity groups and some of those with the most experience in cooperative marketing, like apples, and other deciduous fruits; and potatoes and Florida citrus, to see how many of them could work together to see whether or not there was a possibility of combining commodities in a National sales organization, combining fruits and vegetables, potatoes with apples, for example, so that you would not have to build separately for each commodity. The various groups held conferences among themselves, and concluded that it

was not feasible to combine the different commodities. The potato fellows, for example, declared that their product was big enough for a National, that they produced as I recall it a product of about \$400,000,000 a year value. The apple fellows practically came to the same conclusion. Both of them thought there was not yet sufficient cooperative activity in either potatoes or apples to warrant setting up National sales programs; that the method of approach was to set up committees to proceed with cooperative organization regionally or locally, with a view to building enough cooperative effort in those commodities to tie into a National program of sales later. We followed along the effort they advised; we are setting up these committees, perfecting our division of cooperative marketing, an organization section has been added to it, and we are building a program for these various commodities so that we can gradually develop cooperative organization among the producers. That sounds like a slow program whether for a nearby market or a far market, but we do not see any other way of approach.

"There is no great opportunity, as I see it, for stabilization programs in fruits and vegetables; you cannot go out and buy the product, in most cases, because you cannot store it. If you stimulate the price beyond a reasonable level you will bring on an added production next year because people can go in and out of the crop at will."

Question: I would like to ask Mr. Teague if he anticipates the development of fruit and vegetable cooperatives in the South and West would mean an increased competition for the Eastern producer.

Mr. Teague: It does not seem to me that it is so much that as it is to work out some system of relationship between your various distributing zones or sections. You have your Southern potato peninsular to come in, they will start to ship, then another district will come in, and another district will come in; a little coordination of time of shipment and occupying markets might be helpful to both. We have to do that same thing in citrus in California. We have pretty nearly an equally balanced production in summer oranges and winter oranges; unless we watch that and do not start our summer orange until our winter orange is cleaned up, you have a period of caotic condition there. You have that in these various regions. I see no reason why the potato shippers might not be organized by regions and have some knowledge of the movement and conditions in the various districts and work out some program of an orderly movement.

Question: When you get these commodity organizations developed in the far distant sections, won't it merely add just one more difficulty to our eastern producers in nearby markets?

Mr. Teague: I don't think so, because they are already there in a disorderly way; they must be there in an orderly way with an organized supply. If you have a condition in your market where you have got a disorderly condition of marketing the orderly shipper is going to keep out of there just as we do in oranges. We frequently keep out of a market entirely and let Florida have it, because we have other places where we can market to better advantage. Florida would have ten cars ther on Monday for sale, and then they would shoot the market all to pieces, and they would be cut of there the rest of the week. We kept away from those conditions, and about the time they were cleaned up we were in there again before they were back. I think the more the distant shipper is organized the less he will interfere with markets where at least they are now unsatisfactory to the nearby shipper.

Question: What is your judgment whether it is possible to undertake, as they have apparently in Michigan, to combine different commodities in order to get larger volume and reduce costs?

Mr. Teague: It is a very interesting experiment to me. I do not see any reason why it can not be done. The only reason is the difficulty of getting various types of producers to work together. It is feasible if they will work together.

How Must Present System of Marketing be Altered
to Keep Pace with Chain Store Distribution Methods.
R. P. Hunter, American Stores Company

Mr. Hunter stressed the need for standardization of products and packages. He said:

"Every opportunity you have in trying to indoctrinate the spirit of standardization, get shippers to put up honest weight and honest contents; that is one of our problems today. When you put up packages they should be weighed carefully; graded as represented on the package. Let the local man in Jersey, Delaware and Maryland adopt a standard package. Make it uniform by States.

"Any man who grows Irish cobbles to store or hold for a late potato crop has never made a bigger blunder. People are not eating as many potatoes as they did formerly; the general run of consumption on potatoes is probably 10 per cent less than a few years ago. The bushel hamper, the tub bushel basket, is the best package for marketing eastern apples; for peaches, the crate is preferable, the six basket crate. The small package for produce is preferable because it accommodates the small store in the original package without extra handling. This winter there has been twice the strawberries sold because of the pint unit.

The Federal Farm Board Program in New England
C. W. Wilson, Federal Farm Board.

"In the Northeastern States there is a somewhat different agriculture than prevails in some of the Western or Middle-Western Sections, in that we have our markets within our boundaries and in that the agriculture is more diversified. Hence, the cooperative effort in organization may differ from the cooperative organization in the West or the Middle West in this regard: the local cooperative association will be organized to handle several agricultural commodities instead of one.

"In November I met with the deans and directors of the colleges of the Northeastern States, and told them the Federal Farm Board wants to be of assistance to the farmers in the Northeastern States. We want to bring the benefits of the Agricultural Marketing Act fairly to all. They met and developed a plan whereby the Department of Agriculture, the State Colleges, and the Federal Farm Board would cooperate in making a survey of the local cooperative associations in the Northeastern States, determining their set-up, their marketing problems and the like; and that after we have that information we may proceed with assurance that we are progressing definitely. That survey is going on now. The Departments of Agriculture are cooperating in completing that survey. They are examining the set-ups of those differ-

ent cooperative associations; if those set-ups do not conform to the Capper-Volstead Act they are making suggestions so that they will so conform. That work should be completed by the end of the summer, and then we will have definite information how to proceed and what to do next. In the meantime, groups here and there may ask for assistance and when those requests come in we are contacting with those groups in order to meet their needs if possible. At present there is a request from the lettuce growers for the Federal Farm Board to look into a condition in the marketing of lettuce; another has been received from the cooperative associations handling fruit in Western New York. That group of local cooperatives, twenty or twenty-two in number, developed a marketing program adapted to the conditions in Western New York. First, representatives of the cooperatives met in Rochester and discussed the matter. From that group a local committee was appointed; the members of the committee went home and called together the different cooperative associations to discuss what should be done, how they should proceed, what they could accomplish, what would be the local set-up, the regional set-up, the national contact, etc. Their report has not been approved by the Federal Farm Board but it is in line in general with the policy of the Board. It provides:

First: Local cooperative organization in New York should be by community rather than by commodity.

Second: In establishing a regional or national sales agency it is best to begin with a reasonable nucleus of business and not attempt to get all of the fruit in the United States in the organization at the start; it is essential to have enough volume to permit of reasonable efficiency.

Third: We are inclined to believe that for fruits and vegetables a regional sales agency would be more satisfactory than a national sales agency. These regional sales agencies should work in harmony with each other.

Meet With Chain Stores

Sidney A. Edwards of the Connecticut Division of Markets made proposal that the Atlantic Division of the Marketing Officials sponsor a meeting whereby the executive heads of some of the chains in the East might get together to draw up standards of containers which would be practicable in the marketing of high grade products.

L. A. Bevan of the Massachusetts Division of Markets was elected Chairman of the Atlantic States Division for the ensuing year, and Sidney A. Edwards of the Connecticut Division of Markets, Secretary.

Following a visit to the recently constructed produce markets in Washington, the delegates held a night session in connection with a dinner at the Hotel Harrington. Mr. Wilson of the Federal Farm Board attended the dinner and renewed his expressions of the desire of the Farm Board to be of every possible assistance to farmers in the Northeastern and other Atlantic States.

Mr. Waide of Ohio conducted a round table discussion on the State grade and label plan of fostering the sale of quality products, and Earl French of the New York Food Marketing Research Council gave an address on "Consumer Grades". Mr. French's statements will be reported in the May 7 issue of "MARKETING ACTIVITIES".

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 7, 1930

Vol. 10, No. 19.

NEW JERSEY PASSES "COMMISSION MERCHANTS LICENSING" LAW.

Under an Act approved by Governor Larson of New Jersey, April 14, commission merchants, dealers and brokers buying or negotiating the sale of perishable agricultural products in New Jersey are required to file with the Secretary for Agriculture in Trenton, application for license to do business in the State, together with surety bond of \$3,000 minimum, conditioned for the honest accounting for and payment of such moneys as may be due and owing to New Jersey growers. June 1 is set as the limit for filing applications and submitting bonds under the new license act which becomes effective July 1.

The Act defines "commission merchant" to mean any person engaged in the business of receiving any perishable agricultural commodity for sale on commission or in behalf of the grower. The term "dealer" means any person engaged in the business of buying any perishable agricultural commodity from the grower for the purpose of shipping, for sale, for resale or manufacture. A "broker" is defined as any person engaged in the business of negotiating sales of any perishable agricultural commodity on behalf of the grower.

Licensees will be issued a certificate by the New Jersey Department of Agriculture which any grower may demand to see before selling commodities on open account, commission or brokerage basis.

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"QUICK FREEZING" MAY REVOLUTIONIZE MEAT INDUSTRY.

Great changes, which some have gone so far as to predict will be revolutionary, will be brought about in the meat industry by the recently introduced "quick freezing" method of preparing and distributing meat products, in the opinion of Prof. Sleeter Bull of the Illinois College of Agriculture. Under the new method, retail cuts of meat such as chops, steaks and roasts are quickly frozen at extremely low temperatures ranging from 10 degrees below to 50 degrees below zero, according to the process used. The cuts are packaged, usually with a transparent wrapper on which is printed the net weight, the name of the cut, the brand or grade of the meat, and the name of the packer.

One advantage of the new method to the producer, Prof. Bull says, is seen in the fact that it widens the outlet for cuts of choice meat. In practically every small town, he explains, there are a few families who would buy choice cuts of meat if they could, but because of the small demand, it is impossible for the small-town butcher to handle the choice grades under the old system. The new system eliminates the butcher shop meat cutter, and makes possible the marketing of the product by "the neighborhood grocery, the delicatessen, the drug store, and even the filling station."

FARM PRICES RECOVER
SLIGHTLY DURING MONTH.

Some evidence that the downward course of farm prices the last seven months has been checked is seen by the Bureau of Agricultural Economics in its latest price report that prices of all farm products except meat animals and wool advanced from March 15 to April 15. The bureau's index of farm prices is placed at 127 per cent of the pre-war level on April 15, which is one point higher than on March 15, but 11 points below April 15 a year ago. From March 15 to April 15 this year prices of fruits and vegetables advanced 18 points, cotton and cottonseed 7 points, grains 3 points, and poultry and poultry products 2 points. There was a 5 point decline in farm prices of meat animals, and the index for dairy products showed no change.

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PENNSYLVANIA GROWERS SET
RECORD IN PRODUCE GRADING.

Pennsylvania growers of fruits and vegetables made greater use of the U.S. Grades during the past season than in any previous year, according to the Pennsylvania Bureau of Markets. They shipped 2,276 carloads of graded and Federal-State inspected fruits and vegetables and sold to canners on the basis of grades over 13,000,000 pounds of these raw products for manufacture during the past season. As a result of increased grading, the Bureau reports that "Pennsylvania fruit is gaining a better reputation in the city markets and buyers are having greater confidence in purchasing apples, grapes and peaches grown in this State."

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GREATER COMPETITION EXPECTED
FROM FOREIGN FRUIT GROWERS.

American fruit growers, particularly exporters of apples and pears, may expect increasing competition in the markets of Continental Europe within the next few years and also a continuation of the steady progress by European growers in improved cultural methods, according to a report by Fred Motz, Bureau of Agricultural Economics fruit specialist in Europe.

European orchardists, with few exceptions, Mr. Motz says, are giving attention to higher quality and to better market varieties, and are using American boxed apples as a standard. A survey of the commercial fruit industry in important producing districts in Holland, Germany, Switzerland, and Italy, shows that the apple industry is expanding and is using improved cultural methods.

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THE FEDERAL FARM BOARD, on April 24, approved an application of the Dairymen's League Cooperative Association, Inc., of New York for a loan of not exceeding \$4,000,000. The money will be used to carry out a three-year program of expanding its merchandising and handling facilities for the sale of the League's products.

CALIFORNIA PUBLISHES RESULTS
OF ORIENT MARKET PROSPECTS.

The active demand for American fruit in Asia is already supplied, according to Prof. B. H. Crocheron in a report of a study of market possibilities in eastern Asia, made for the California University and Giannini Foundation. Copies of the report may be obtained from the University of California, Berkeley. Prof. Crocheron says in part:

"This investigation did not succeed in finding anywhere millions of natives of Eastern Asia waiting expectantly for American fruits in fresh, canned, and dried form. In most countries there is an abundance of cheap local fruit to which the people are accustomed. The present export of fruit to Asia has no material influence on the prices farmers receive. The largest portion of any California crop marketed in Asia is nine-tenths of one per cent of the grapes; the range is downward to one-tenth of one per cent for peaches. The present Asiatic market for California fruits is of no direct benefit to the California farmer.

"In order to perceptibly move prices upward by means of Asiatic export it would be necessary to increase present exports by several hundred per cent. To increase the price of prunes by 5 per cent, we would have to increase our exports to Asia fifteen fold, grapes forty fold. Small packages of canned and dried fruits present the best opportunity to make large increases in our present fruit markets in Asia."

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SPRING WORK AND CROPS
REPORTED TO BE "NORMAL".

Spring work and crops over most of the country are making fairly normal progress despite damage by frost and storms in the South and Central States, and by drought in the Southwest, according to the Bureau of Agricultural Economics in its May 1 report on the agricultural situation.

"Spring wheat sowing is near completion," says the bureau. "The earlier sown fields in South Dakota and elsewhere are making a promising start. Soil conditions through the spring wheat territory have been favorable for sowing. In Canada, soil conditions are reported as more favorable than last spring, although more moisture would be beneficial in some areas.

"The dairy situation has shown some signs of improvement. Production was down slightly, and consumption increased slightly, during the first quarter of this year. The wind-up of last season's apples, potatoes, sweet-potatoes, and various minor crops finds the markets fairly profitable."

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THE PRODUCTION FORECAST FOR STRAWBERRIES, issued by the U. S. Department of Agriculture, is 140,711,000 quarts for the early and second-early States compared with 158,704,000 quarts grown in these States last year. Acreage in all producing areas this year is estimated at 8 per cent less than last season, and 11 per cent below the 1928 figures.

APPLE GRADE CONFERENCE
DRAWS LARGE ATTENDANCE.

Fifty delegates, including State marketing officials, dealers and growers, attended the apple grade conference held at Washington, D. C., by the Bureau of Agricultural Economics, April 30, to make recommendations regarding changes which they desired in the U. S. grades. Delegates were present from Connecticut, Delaware, Illinois, Maryland, Massachusetts, New Jersey, New York, Ohio, Pennsylvania, Virginia, West Virginia and Rhode Island.

The proposed changes included the elimination of the present color requirements on "U.S. No. 1" Wealthy, Dutchess, and Gravenstein, and to reduce the color requirement on "U.S. Fancy" Wealthy, Dutchess, and Gravenstein to 15 per cent; or as an alternative, to establish U.S. grades for Summer Wealthy, Summer Gravenstein, and Summer Dutchess without any color requirement for No. 1. Numerous other recommendations were made. The Bureau expects to announce its decision with regard to the proposed changes, at an early date.

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BREVITIES.

Connecticut Bureau of Markets has announced the issuance of a series of "Marketing Chats with Market Gardeners".

Modification of the Mediterranean fruit fly quarantine regulations, under which freer movement of peppers and other host vegetables is authorized, has been announced by the Secretary of Agriculture.

Eighty-five farmers, farm boys, and tobacco dealers recently attended a two-day short course in tobacco sorting, given at Raleigh, North Carolina, by the Bureau of Agricultural Economics. A three-day tobacco grading school drew an attendance of 115 warehousemen, dealers, buyers, speculators, and applicants for appointment as tobacco graders.

U. S. Standards for Cantaloupes (1930) have been issued by the Bureau of Agricultural Economics. They include "U.S. No. 1" and "Unclassified".

The New Jersey Department of Agriculture is making a survey of the commercial peach industry in order to obtain the number and age of existing peach trees, varieties, planting and general trend of the industry.

There are 248 roadside markets in New Jersey, according to a survey just completed by the Department of Agriculture of that State.

Twenty-six seizures of stock feeds were made under the Federal Food and Drugs Act in the eastern inspection district during the year ended December 31, 1929. The principal violations included deficiencies in protein and fat, excessive crude fiber, and labels and tags bearing improper declarations of ingredients.

DISCLAIMER OF WARRANTY AS TO QUALITY OF SEED UPHELD.

Landreth Seed Co., vs. Kerlec Seed Co., Court of Appeal
of Louisiana, February, 1930 (126 So. 460).

This is a suit by Landreth Seed Co. against the Kerlec Seed Co. Judgment was for plaintiff and defendant appeals. Affirmed. The suit was for \$903.90 alleged to be due as the balance of purchase price of certain plant seeds. Defendant answered that the seeds were not as represented and claimed damages as a result of breach of plaintiff's contract. The contract contained the following disclaimer of liability:

"The D. Landreth Seed Company give no warranty, express or implied, as to description, quality, productiveness, or any other matter of any seeds they send out, and they will not be in any way responsible for the crop. If the purchaser does not accept the goods on these terms, they are at once to be returned."

The defendant contends that such disclaimer did not affect plaintiff's responsibility because of the implied warranty in all sales that the article sold is fit for the purpose for which it is purchased. Cases are cited in support of this contention, which, however, the court declared to be not in point as they did not discuss disclaimers but general principles of warranty.

The seed ordered by defendant was "Broad Leaf Flanders" spinach seed and "Lenz" beet seed, and plaintiff shipped to defendant "Curley Top" spinach seed and "Root" or "Cattle" beet seed. It is claimed that local farmers to whom defendant subsequently sold the seeds would not use them because the quality of beets and spinach produced from them could not be sold in the market. Testimony was introduced to support this claim.

The court stated in this connection that there is no doubt that defendant did not get the variety of seed which it purchased, but the records show that there is no way of telling in advance of germination just what variety of beets or spinach the seeds will produce and that consequently the defendants could not determine on inspection whether they had been supplied with the seed ordered or not. However, it is indicated in the opinion that the controlling factor in the case is the effect to be given the disclaimer of warranty in the contract; that this clause, according to the evidence, is in common use in contracts in the seed business. Quoting from the decision:

"Generally speaking, there is no limitation upon parties to a contract, and they are free to enter into any stipulation, covenant, or agreement not inconsistent with public policy which may mutually be agreed upon. We see nothing in this waiver of warranty which would take it out of the general rule. In other jurisdictions it has been the

subject of frequent consideration and uniformly approved. For example, in Leonard Seed Co. v. Crary Canning Co., 147 Wis. 166, 132 N. W. 902, 37 L. R. A. (N.S.) 79 Ann. Cas. 1912D, 1077, it was held that:

'No liability in damage exists because seed does not prove to be of the variety specified in the sale, where the contract provides that neither the seller * * * shall give any warranty, express or implied, as to description, utility, productiveness, or any other matter of any seeds.'

Other cases are cited in support of this finding. Judgment affirmed.

H. F. Fitts

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IN CONGRESS:

S.J.Res.152, by Senator Wheeler, to extend the provisions of the joint resolution for the relief of farmers in certain storm, flood and/or drought stricken areas, approved March 3, 1930, has been signed by the President of the United States.

S. 2043, by Senator McNary, to promote the agriculture of the United States by expanding in the foreign field the service now rendered by the United States Department of Agriculture in acquiring and diffusing useful information regarding agriculture, has been reported out of the Senate Committee. (Rept. No. 551).

H.R. 11371, by Mr. Eaton, to provide living quarters, including heat, fuel and light, for civilian officers and employees of the Government stationed in foreign countries, has been reported out of the House Committee (Rept. No. 1227).

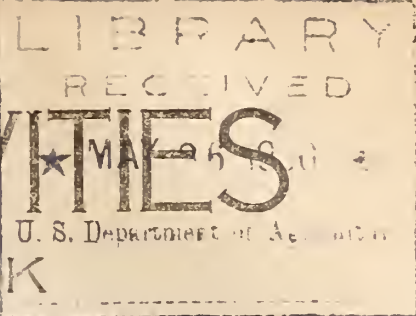
Bills Introduced:

H.J.Res. 329, by Mr. Fulmer, to authorize and direct the Secretary of Agriculture to provide additional facilities for the classification of cotton under the United States cotton standards act, and for the dissemination of market news information.

H. R. 12011, by Mr. Jones, to provide for standard methods of grading and valuing cottonseed.

S. 4133, by Senator McNary, for promoting the economic welfare of the dairy industry.

H. R. 12010, by Mr. Short, to amend the act for the control of floods on the Mississippi River and its tributaries, approved May 15, 1928.



MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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WORLD ECONOMISTS TO MEET AT CORNELL, AUGUST 18.

Representatives from fifteen foreign countries and the United States are expected to attend the international conference of agricultural economists at Cornell University, August 18 to 29.

The first conference was held at Dartington Hall, Devon, England in 1929, and was attended by representatives from twelve countries including about fifteen persons from Canada and the United States. This group requested the Cornell representatives to organize a similar conference at Ithaca this year. The Ministry of Agriculture in England has already provided eight traveling fellowships for the 1930 conference, and promises other representatives from England and Scotland.

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CONNECTICUT TO FOLD HEARING CN NEW PRODUCE GRADES.

A hearing to establish State grades for lettuce and tomatoes is to be held at Hartford, Connecticut, May 16, by the Connecticut Department of Agriculture. When and if grades are established, the use of the "New England Quality Label," which is virtually a State guarantee of quality, will be permitted on lettuce and tomatoes. Similar action was taken on asparagus last year, and vegetable growers generally are reported to be urging the establishment of grades and use of the label on other vegetables.

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NEW JERSEY ISSUES REPORT CN ECONOMIC RESEARCH.

Farm management business surveys, cost of production surveys on certain important commodities, preparation of statistical analyses concerning leading agricultural products in New Jersey, and marketing studies are cited as the four major lines of work during the past year in the annual report of the New Jersey Department of Agricultural Economics of the New Jersey Agricultural Experiment Station, just issued. Copies may be obtained from the Station, New Brunswick, N.J.

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THE DEPARTMENTS OF AGRICULTURE of Connecticut and New Hampshire are holding a series of egg candling and grading demonstrations this week, in order to acquaint producers with the correct practices to follow to reduce egg deterioration during the summer months. George Powers of the Bureau of Agricultural Economics is the chief speaker and demonstrator at the exhibitions.

FEDERAL BUREAU TO STUDY
EUROPEAN WHEAT MILLING.

A study of wheat mixing, blending, milling and baking practices in Europe is being made by the Bureau of Agricultural Economics in cooperation with the Federal Farm Board.

A special object of this study is to ascertain in what manner and to what extent type and quality factors determine the uses of American wheats in certain European countries. The question of price differences as a factor influencing the utilization of American wheats as compared with wheats and other bread cereals will also be given attention.

Prof. C. O. Swanson, head of the Department of Milling Industry at Kansas State Agricultural College, has been engaged to make the survey.

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MARYLAND PRODUCE DEALS
TO BE REPORTED DAILY.

A temporary field office was opened at Pocomoke City, Maryland, May 12, for the purpose of issuing daily reports on prices and marketing conditions of strawberries, under a cooperative arrangement by the Federal Bureau of Agricultural Economics, Virginia Division of Markets, Maryland State Department of Markets, and the Peninsula Produce Exchange.

Later in the season similar reports will be issued on cantaloupes, cucumbers, and potatoes. These reports will be distributed or mailed upon request by applying to V. H. Nicholson, Bureau of Agricultural Economics, Pocomoke City, Maryland.

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ILLINOIS SURVEYS SOYBEAN
CROP PRODUCTION COSTS.

Soybeans cost about \$25 an acre to grow in Central Illinois, according to R. C. Ross of Illinois College of Agriculture in a report of results of a two-year study on 182 farms. This cost, which is based on the 1928 and 1929 crops, includes pay for the farmers' own time at hired man's wages, the use of power and machinery, the cost of seed and inoculation, twine, harvesting, meals, overhead, taxes and interest on land value. There were slight variations in the figures depending upon whether the crop was threshed, combined or put up for hay. Yields for the two years were the highest on record, averaging 22 bushels an acre for beans cut and threshed and a little more than 23 bushels for the combined beans.

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A SUPPLEMENT TO THE HANDBOOK OF DAIRY STATISTICS, which brings certain tables up to date, has been issued in mimeograph by the Federal Bureau of Agricultural Economics.

"MARKET CLASSES AND GRADES OF DRESSED VEAL AND CALF CARCASSES" is the title of Circular 103 just issued by the United States Department of Agriculture.

NEW YORK MAKES SURVEY
OF AFTERNOON MARKETS.

Whereas early morning vegetable markets had their start because the morning selling interfered least with the day's work of growing vegetables, the relative importance of growing and marketing now has been reversed with the result that some market authorities and growers favor afternoon and evening markets, according to Professor F. P. Weaver of Cornell University.

Niagara Falls, Albany, and Detroit have successful afternoon markets. In Detroit the afternoon market had its start from a Saturday afternoon and evening sale to sell perishables that would not keep over the weekend. This was first intended as a help to wholesalers and jobbers, but now 154 stalls are regularly rented to growers and 4,191 loads were sold last year by growers who did not rent stalls.

The success of the afternoon produce markets indicates that such markets would succeed in other places, says Professor Weaver.

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REGIONAL MEETINGS TO BE
HELD ON OUTLOOK REPORTS.

Cooperative extension administrators and specialists in agricultural economics are to hold a series of regional meetings throughout the country in order to develop more effective and practical methods for putting information relative to the agricultural outlook into the hands of farmers.

The Western States Regional Extension Conference, which will meet at Bozeman, Montana, the week of August 11, has provided for discussion of outlook material and plans. A Central States meeting is scheduled for September 25, 26 and 27, at Ames, Iowa. Arrangements for a meeting in the Cotton States of the South and Southwest are not yet completed. The Northeastern conference will immediately follow the annual national outlook conference.

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IOWA REPORTS ON SURVEY
OF NET FARM INCOMES.

The average "management return" to 650 Iowa farmers who completed records the past year was \$560 as compared to \$458 in 1928, according to the summary of farm business records completed by farmers in cooperation with farm bureaus and the Extension Service at Iowa State College. Management return is the amount left after all operating expenses, interest on invested capital, and wages for the operator and members of his family who work on the farm are deducted from the gross income.

The farmers who kept records are not representative of the average Iowa farmer, the College says. The average corn yield for the State in 1929 was 40 bushels as compared to 47 on the record farms; 37 bushels of oats as compared to 41 on the record farms; and 1.9 tons of hay as compared to 2.2 on the record farms.

MASSACHUSETTS ISSUES REPORT
ON BOSTON FOOD SUPPLY.

Fresh fish landings at Boston have more than doubled in the last six years, according to a report of receipts and sources of Boston's food supply, in 1929, issued by the Massachusetts Department of Agriculture. Receipts for 1929 are reported at 255,623,174 pounds.

A marked decrease in net receipts of dried beans during the past year is another outstanding feature of the report, receipts being placed at 9,334,625 pounds in 1929 as compared with 18,373,800 pounds in 1928. The department says that in 1929 the equivalent of approximately 8,540 carloads of fresh fruits and vegetables from local farms were trucked into the farmers' market located in the old market district near the Quincy Market, but the bulk of the fruits and vegetables are received by rail. Total receipts last year filled 62,250 carloads, compared with 61,548 carloads in 1928.

Copies of the report, covering receipts of practically all kinds of food products except canned goods, may be obtained from Dr. Arthur W. Gilbert, Commissioner, Massachusetts Department of Agriculture, 136 State House, Boston.

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CONSUMER GRADES ENGAGE
ATTENTION OF MARKETING OFFICIALS.

The possibility of establishing retail consumer grades for food products received considerable discussion at the recent Washington meeting of the Atlantic States Division of the National Association of Marketing Officials. Earl R. French of the Bureau of Agricultural Economics has made a study of this subject, and declared at the meeting that in his opinion "the conditions are much more favorable today for the voluntary adoption of Federal labels for the consumer parcel than heretofore.

"Integrated companies," he added, "are finding it to their advantage to buy well-graded products, particularly those that are uniform throughout. Inspections for determining standards can be made more economical because of the pooling of supplies at shipping points, also due to the consolidations of receipts at industrial sidings and central warehouses. Increasingly are consumer packages being used which simplify the problem of consumer grading.

"If the fullest cooperation is to be obtained from the buyer for the home, the symbol or term designating grades must necessarily be simple and as far as possible be made identical for the several perishable products. To employ the term 'Prime' for one commodity, 'specials', 'extras' and 'trades' for another, 'fancy' and 'extra fancy' for another, U.S. No. 1' and U. S. No. 2 for another, 'A', 'B', and 'C' for another, would prove a difficult puzzle to the housewife. Grades should not only be designated by a common set of symbols which have broad application but the number of grades should be as few for each commodity as can practically be made."

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"ESTIMATED INCOME FROM THE OHIO AGRICULTURAL INDUSTRY" has been issued as Bulletin 450 by the Ohio Experiment Station, Wooster, Ohio.

"An ANALYSIS OF THE BUSINESS OF THE POULTRY PRODUCERS OF CENTRAL CALIFORNIA" has been issued as Circular 111 by the U. S. Department of Agriculture.

INITIAL CARRIER NOT LIABLE BEYONDDESTINATION INDICATED IN BILL OF LADING

C. R. I. & P. Ry. Co. et al v. S. L. Robinson & Co.

Supreme Court of Arkansas, Jan. 1930 (23 S. W. 976)

This was an action against the Central Railway of Arkansas, the initial carrier, and the C. R. I. & P. Ry. Co., the second carrier, for loss on two cars of sweet potatoes which arrived at destination in a badly damaged condition. The original bill of lading covering the shipment called for transportation from Plainview, Arkansas, to Kansas City, Missouri. It appears that without the knowledge of the initial carrier the plaintiff ordered the cars reconsigned from Kansas City to points farther West, thereby creating a new contract of carriage, with a new bill of lading covering the transaction.

In the Trial Court damages were awarded against both railroad companies; but upon this appeal the judgment against the initial carrier was reversed, and the cause of action dismissed, in so far as it was concerned, inasmuch as it had performed its part of the contract covered by the bill of lading and had delivered the goods to the destination called for, and when so delivered, the goods were in good condition.

On this point the Court said:

"The initial carrier's liability arises out of its own bill of lading; and, while the connecting carriers are the agents of the initial carrier, they do not continue to be so when the transaction has been completed and the shipment reaches its destination. There is nothing in the law as to interstate shipments which would justify the holding that the Rock Island Railway, as connecting carrier, was the agent of the Central Railway Company, as initial carrier, in the making of a new and different contract of transportation after the original contract has been performed. So far as we are advised or have been informed, at the time the contract of shipment was made, there was nothing in the tariff or rules of the Interstate Commerce Commission which required the initial carrier to divert the shipment after it has reached its destination; and certainly, if it could not have been required to divert the shipment, a diversion or reconsignment by one of the connecting carriers would not create a new or binding obligation on it." (Cases cited)

H. F. Fitts.

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"MEASURING AND MARKETING FARM TIMBER" has been issued as Farmers' Bulletin 1210 by the U. S. Department of Agriculture.

"ELECTRIC COOLING OF MILK ON THE FARM" has been issued as Bulletin 581 by the New York Agricultural Experiment Station, Geneva, N. Y.

IN CONGRESS:

H.R. 9557, by Mr. Merritt, to create a body corporate by the name of the Textile Alliance Foundation, has been reported out of the Senate Committee.

H. R. 7, by Mr. Haugen, to amend the United States warehouse act, has passed the House.

Bills Introduced:

H.R 12167, by Mr. Vinson, to amend the United States cotton futures act.

H.R. 12165, by Mr. Buchanan, to promote improvement in the spinning quality of cotton grown in the United States, to secure the correlation and the most economical conduct of cotton and other researches.

H.R. 12170, by Mr. Jones, to prevent the sale of cotton and grain in future markets.

W.R. 12171, by Mr. Sabath making unlawful the use of the mails or any means of interstate communication, to offer for sale shares of stock not actually owned.

S. 4406, by Senator Sheppard, to provide for standard methods of grading and valuing cottonseed.

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RECENT MIMEOGRAPHSBureau of Agricultural Economics.

"Burden of Farm Taxation" by Eric Englund, an address before the 31st Annual Convention of the Association of Southern Agricultural Workers, Jackson, Miss., February 6, 1930.

"Marketing Southeastern Watermelons, Summary of 1929 Season," by John W. Coleman.

"Hogs and Pork - The World Situation", dated May 9, 1930.

"Seed Rice Surveys in Louisiana, Texas, and Arkansas, Spring of 1929."

"Marketing Strawberries from the Ozark Section of Missouri and Arkansas, Summary of 1929 Season," by R. Maynard Peterson.

"Drying Combine Harvested Rice on the Farm,"

"Prospects for Strawberries in 1930."

"1929 Prices of Purebred Livestock," radio talk by L. B. Burk.

"What About Crop Insurance?" radio talk by V. N. Valgren

"What About Large-Scale Farming?" radio talk by D. C. Mumford.

"The Poultry and Egg Market Situation Today", radio talk by Roy C. Potts.

STATE AND FEDERAL

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

May 20, 1930.

Vol. 10, No. 21

NEW ENGLAND EGG MARKETING
METHODS UNDERGO CHANGE...

The decreasing proportion of New England eggs in the Boston market in recent years is attributed to changed marketing methods whereby eggs are marketed direct to consumers rather than going through the Boston market for distribution, by A. H. Lindsey of the Economics Department of the Massachusetts Agricultural College.

In 1923 New England supplied 11.4 per cent of the total Boston receipts. Last year, New England furnished only 7 per cent of the total receipts. These figures also represent a decline in actual amount. In 1923, New England shipped 222,000 cases to Boston, whereas last year the shipments aggregated 118,000 cases.

Changes in sources of distant shipments are also reported. In 1923, 63 per cent of the Boston receipts came from the east north central group of States, and 23 per cent from the west north central. In 1929, only 23 per cent came from the east north central group, and 64 per cent from the west north central area. The change is accounted for by the eastern group of States marketing a larger percentage of their eggs to cities within their boundaries, and the enormous growth of egg production in the western area.

Oregon and Washington shipped more eggs to Boston than did California, last year, the increase in the supply of brown eggs from the two Northwest States finding an outlet in the Boston market.

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"CONSUMER PACKAGING STIMULATES
DEMAND FOR COTTON FABRICS.

Consumer packaging of farm products in cotton bags offers an important possibility of increasing cotton consumption in the opinion of members of the New Uses of Cotton Committee of the U. S. Department of Agriculture, U. S. Department of Commerce, and the Cotton Textile Institute, Inc.

It was reported at a meeting of the Committee on May 12, at Washington, that increasing use is being made of cotton bags for packaging in Idaho and Maine potatoes in ten and fifteen pound lots, and experiments are now under way in the packaging of Florida oranges in colored mesh bags that hold one-tenth of a box. Similar possibilities are seen for a consumer package for pecans and other nuts in five pound containers.

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U. S. STANDARDS FOR PEACHES (1930) have been issued by the Bureau of Agricultural Economics. They include U. S. Fancy, U. S. No. 1, U. S. No. 2, and Unclassified.

SOUTH CAROLINA TOBACCO
GRADING SERVICE ANNOUNCED.

Plans for official tobacco grading service for the newly organized South Carolina Tobacco Marketing Association and at auction markets in the State have been announced by the Bureau of Agricultural Economics.

Under the plans tentatively worked out the tobacco grading service, operated jointly by the Federal Department of Agriculture and the State Extension Service, will not only grade each member's tobacco as it is delivered at the receiving points but will also supervise the subsequent sorting and pooling of the tobacco into uniform lots, and will reinspect and certify the grades on these finished lots.

Federal standard grades will form the basis for advances made to growers when their tobacco is delivered, and every hogshead or other parcel of tobacco sold by the association will bear a Federal-State guarantee as to grade.

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TEXAS RENEWS TAXATION
RESEARCH STUDY.

Prevailing methods of tax assessment and their relation to tax equalization and the relation of taxes to net incomes from farm lands and from town property are the subject of a special study by the Texas Experiment Station.

Several hundred farmers in typical farming areas of the State are cooperating in the study by furnishing income and tax data on farms which are renting on the third and fourth basis. L. P. Gabbard, Chief, Division of Farm and Ranch Economics, has announced that the present study is a renewal of a study of farm taxation in 1925, which dealt with the trend of taxes on agricultural land and distribution of the farmer's tax dollar, and the results of which were published in Texas Station Bulletin 334.

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OREGON TO HAVE SCHOOL
FOR GRAIN WAREHOUSEMEN.

A grading and testing school for all warehouse managers and operators is being held at the wheat growing centers of the Northwest under the direction of the Federal department of grain inspection, the Oregon State Grain Inspection department and the Oregon State College extension service.

The warehousemen are to be taught the grading of wheat and how to put samples through for test.

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MORE DAIRY AND POULTRY
PRODUCTS IN STORAGE.

Cold-storage stocks of dairy and poultry products on May 1 were larger than on the same date a year ago, but total supplies of meats and lard in storage show a decrease. Holdings of creamery butter on May 1 are reported at 22,988,000 pounds compared with 5,883,000 pounds on May 1 a year ago, and a five-year average of 7,139,000 pounds on that date. There were 5,751,000 cases of eggs in storage May 1 compared with 3,952,000 cases a year ago.

IOWA GRAIN FARMERS
HAVE LARGEST INCOME.

Farmers in the north central cash grain area of Iowa led those in all other farming districts of the State in income in 1929, although this district was the only one which did not show a gain in "management return" over 1928, according to a summary of 650 farm business records by the Iowa State Extension Service.

The north central district showed an average management return of \$758 in 1929 as compared to \$848 in 1928. Four bushels less corn per acre and 10 bushels less oats with no improvement in grain prices accounted largely for the decrease in income.

The western meat producing area again ranked second in income and showed a management return of \$710 as compared to \$558 in 1928. The eastern central meat producing district showed the greatest percentage of increase with \$508 management return as compared to \$283 in 1928. In the northwestern dairy district the management return remained practically stable, \$377 last year as compared to \$368 in 1928.

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FARM REAL ESTATE
VALUES SLIGHTLY LOWER.

Farm real estate values as of March 1, 1930 show a decline of about one per cent below the preceding year, as a Nation-wide average, according to the Bureau of Agricultural Economics.

Maine, Connecticut, Wyoming, Colorado, New Mexico, and Oregon each show a small increase in values for the year. Declines are reported for all other States, notably in the Middle Atlantic, East North Central, West North Central, and South Atlantic groups.

Values in 1920 reached 170 per cent of the 1912-14 average; they were 127 per cent in 1925; 124 per cent in 1926; 119 per cent in 1927; 117 per cent in 1928; 116 per cent in 1929, and 115 per cent in 1930.

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WESTERN NEW YORK MOTOR-
TRUCK SHIPMENTS INCREASING.

In western New York, 43,716 cars of the 1928 crops of fruits and vegetables were shipped by railroad, compared with 10,605 car-lot equivalents estimated to have been shipped by motor truck, says Brice Edwards of the Bureau of Agricultural Economics in the third of a series of reports on motor-truck transportation. Corresponding figures for the Cumberland-Shenandoah sections are: rail 9,640 cars, and estimated motor-truck movement, 1,132 cars.

Chief benefits of motor-transportation are cheaper transportation for short distances, savings in cartage and handling, less bruising, quicker delivery, savings in packages and in labor of grading, better distribution, and less risk in selling at the farm. Objections are given in some cases to the personnel of merchant-truckmen, the alleged not-uncommon trickery, and the class of produce distributed by truck. Copies of the report may be obtained from the Bureau of Agricultural Economics, Washington, D. C.

POWER LAUNDRIES BUYERS
OF COTTON GOODS.

Power laundries in the United States are consuming approximately 52,000 bales of cotton annually, the Bureau of Agricultural Economics has learned in a recent survey. Laundry bags account for a consumption of 5,500 bales, but this item could be increased greatly in the view of the bureau's investigators, because only 70 per cent of the power laundries at present are using laundry bags. An economical means of supplying such an increase, says the bureau, would be by the use of cotton bags suitable for laundry bags as containers for soap chips and other supplies. The laundries could later use these in collecting and delivering laundry. A detailed report of the survey is available in mimeograph form.

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"MAIN STREET" HOLDS LEAD
AS FARM TRADING CENTER.

American hamlets and small villages may be destined for the discard, but towns of from 1,000 to 10,000 population are doing more business than ever, in the opinion of Dr. C. J. Galpin, Bureau of Agricultural Economics, addressing the Advertising Federation of America at Washington, May 20.

"Although the general trend," he said, "has been for farmers to shift their buying from stores at country crossroads, in hamlets, and in small villages, to larger retail trading centers, the shift in farmer buying to towns ranging from 1,000 to 10,000 in population is increasing the trade area of these towns and increasing the trade.

Dr. Galpin gave it as his opinion that the decline of the hamlet and small village is the result both of a decreasing farm population and of the higher standard of farm living in recent years. He said that although the farm population has decreased by 4,000,000 persons since 1920, the gross cash income from agriculture of the 27,000,000 of farm population today is the same - \$10,000,000,000 a year - as that of the 31,000,000 of farm people ten years ago.

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RECENT MIMEOGRAPHS
(Bureau of Agricultural Economics)

"Land Utilization as a National Problem," address by Nils A. Olsen, before the American Forestry Association, Minneapolis, April 29.

"Marketing Mississippi Vegetables, Season 1929," by R. L. Sutton.

"World News on Cotton - Summary," May 16.

"May Hog Markets," radio talk by C. A. Burmeister.

"Condition of the Range Livestock," radio talk by C. L. Harlan.

"May Feed Markets," radio talk by F. J. Hosking.

"May Cattle Markets," radio talk by C. V. Whalin.

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"Livestock Truckage Rates in Illinois, With a Comparison of Marketing Expense by Truck and by Rail," has been issued as Bulletin 342 by the Illinois Experiment Station, Urbana, Ill.

WARRANTIES IN SALES OF SEED

Hartman et al. v. Barnes Grain & Feed Co.
Supreme Court of Washington, Feb. 1930. (284 Pac. 754)

Action by John G. Hartman et al against the Barnes Grain and Feed Company. Judgment for plaintiffs, and defendant appeals. Affirmed.

Plaintiffs, who operated a farm in Yakima County, brought this action to recover damages claimed to have been suffered as a result of defendant feed company selling and delivering them a quantity of seed for planting upon their farm which the company represented and warranted as good alfalfa seed but which seed proved after planting to be not alfalfa but seed which produced a worthless crop known as "yellow trefoil." The feed company alleged that at the time of sale it specifically refused to warrant the seed, expressly or impliedly, as to name, description, variety, purity or germinative qualities, and that plaintiff, in purchasing the seed, did so upon condition that the defendant would not warrant the seed. In the trial court judgment was for plaintiffs, from which the defendant company has appealed.

Plaintiff contends that he purchased the seed from the defendant upon the representation that it was good alfalfa seed. The defendant maintains that there was attached to the sack of seed a tag reading: "Barnes Grain and Feed Company gives no warranty, express or implied, as to description, quality, productiveness or any other matter of seeds it sends out, and will be in no way responsible for the crop." On this point, however, the plaintiff testified to the contrary.

The defendant introduced evidence tending to show that there was an established custom for Yakima County and the State of Washington, known generally in the County, that seed dealers did not warrant seeds sold by them as to kind or quality; this to indicate an express disclaimer of warranty and also to negative any implied warranty as to kind or quality of the seed.

The case is prosecuted on the theory of express warranty given by the defendant to the plaintiff at the time of selling the seed. In other words, that it was alfalfa seed, and good alfalfa seed, and that the defendant knew the purpose for which it was purchased; and in the alternative upon the theory that there was at least an implied warranty by the defendant to the same effect.

For the applicable ruling, reference is made in the decision to the text of 24 R. C. L. 199, as follows:

"The better view seems to be that in the sale of seed necessarily intended for planting and which is totally unfit for seed if not fertile, a warranty will ordinarily be implied that it is fit for such purpose, that is, that it is reasonably fertile seed and will germinate if properly planted, and that it is reasonably free from impurities and noxious weed seeds; and affirmations by the seller that seed sold

is good seed or the like may, like other affirmations as to quality or the like, constitute what are generally classified as express warranties.

In a case in point (Hoffman v. Dixon, 81 N. W. 491), also quoted in the decision, it is said:

"It has been held that in a sale of seed for planting or sowing, where the sale is by description, the doctrine of implied warranty does not apply, but the doctrine of express warranty does, and it is said that 'no particular form of expression or words is necessary to make an express contract of warranty. The word "warranty" is not necessary to it. An affirmation of the fact as to the kind or quality of an article offered for sale, of which the vendee is ignorant, but upon which he relies in purchasing such articles, is as much a binding contract of warranty as a formal agreement using the plainest and most unequivocal language on the subject.' "

The contentions of the defendant that there should not have been submitted to the jury for determination the questions whether there was an express and also an implied warranty were not upheld, the court here finding that the trial judge was justified upon all the evidence in taking such action. It found also that the judgment awarded by the trial court seems plainly to be supported by the evidence.

Judgment affirmed.

H. F. Fitts.

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IN CONGRESS:

S. 108, by Senator Borah, to suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities in inter-state and foreign commerce, has passed both houses and gone to conference.

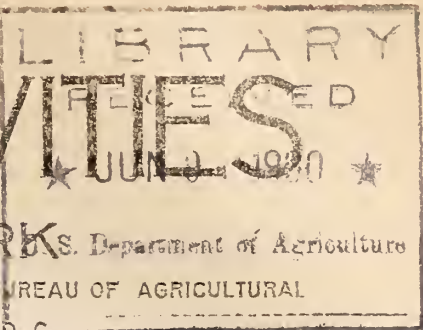
S. 2043, by Senator McNary, to promote the agriculture of the United States by expanding in the foreign field the service now rendered by the United States Department of Agriculture in acquiring and diffusing useful information regarding agriculture, has passed the Senate and been referred to the Committee of Agriculture in the House. A similar bill, H. R. 2152, by Mr. Ketcham, has passed the House and been referred to the Committee on Agriculture and Forestry in the Senate.

S. 4015, by Senator Townsend, to provide for plant patents, has passed both houses.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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May 27, 1930

Vol. 10, No. 22

SOUTH-WIDE MARKETING ASSOCIATION
PLANNED FOR FRUITS AND VEGETABLES.

Representatives of Departments of Agriculture of seven Southern States voted unanimously at Atlanta, Georgia, May 24, to attempt organization of a South-wide cooperative marketing association for fruits and vegetables, through cooperation with the Federal Farm Board and the Federal Bureau of Agricultural Economics.

The representatives were either commissioners of agriculture or directors of markets bureaus for their States, and adopted resolutions that the present system of marketing fruits and vegetables is not satisfactory, due to 'keen competition between districts and States'.

The agricultural representatives voted to have Harry D. Wilson, Agricultural Commissioner of Louisiana and President of the Southern Agricultural Commissioners' Association, and W. A. Graham, North Carolina Agricultural Commissioner, arrange a conference between the commissioners and Federal agencies at an early date.

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NEW JERSEY ESTABLISHES
AUCTION MARKET FOR EGGS.

An auction egg market is to be opened at Toms River, New Jersey, June 2, the New Jersey State Department of Agriculture has announced. Eggs sold on the market will be not more than three days old. Approximately 500 cases will be offered on the opening day, and these will be assembled on a graded basis.

The producer's name will appear on each package. Eggs will be sold in lots of from one to ten cases, so as to give opportunity to small jobbers, retailers and buyers who operate retail egg routes to obtain the quantities they need. Wholesale buyers will be able to obtain sufficient volume to make up truck loads and carloads. All eggs will be sold f.o.b. auction block. Only cash or certified checks will be accepted in payment.

The market will be open on Monday and Thursday of each succeeding week, and no carry-overs of eggs will be permitted. A State label will be provided after the market is in operation, backed by systematic inspection by the New Jersey Department of Agriculture of all eggs sold under this label. Eggs averaging 24 ounces to the dozen will be sold as "Extras" and those averaging 22 ounces as "Mediums".

The opening of the market is the result of three years of study by the New Jersey Department of Agriculture of all egg marketing systems in eastern areas. Plans are under way for similar auction egg markets at Flemington and Vineland, New Jersey.

Attn.: Miss Trolinger,
Washington, D. C.

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OMAHA GRAIN EXCHANGE LICENSED
AS "CONTRACT MARKET".

The Omaha Grain Exchange, of Omaha, Nebraska, has been designated as a "contract market" under the Grain Futures Act, in an order signed by Acting Secretary of Agriculture Dunlap, May 22. This action was taken pursuant to the application of the Exchange and upon a showing that it had complied with the statutory requirements.

The license permits the Omaha Grain Exchange to trade in wheat, corn, and oats future. The Exchange expects to inaugurate futures trading June 16.

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ILLINOIS LIVESTOCK TRUCK
MARKETING SHOWS INCREASE.

Thirty-five per cent more livestock was sent to three Illinois markets by truck in 1929 than in 1928, indicating that the transportation system within 50 and 75 miles of the markets is changing fast, according to R. C. Ashby, livestock marketing specialist of the Illinois College of Agriculture.

Steadily changing trucking rates and desperate competition between truckmen are the two most significant factors in the present situation, Mr. Ashby says. Both declines and increases in truckage rates on livestock were revealed in comparisons between the 1927 rates and those in effect in December, 1928, in a study reported in the college's bulletin 342, "Livestock Truckage Rates in Illinois". The declines ranged all the way from 1 per cent to more than 40 per cent, and the increases from 2 per cent to more than 40 per cent. However, there were many more decreases than increases.

E. M. Carroll, traffic manager of the St. Joseph Stock Yards Company, has found that where livestock truckage rates to that market were around a cent a mile a hundredweight in 1927 they recently have dropped to about half a cent a mile.

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LOUISIANA STUDIES CREDIT
CONDITIONS IN STATE.

Forty-seven per cent of the farmers in Louisiana obtain credit from merchants, according to a survey by Louisiana State University. The University is advising farmers to use bank credit where possible, as "such a practice would save them over three quarters of a million dollars annually."

"More agricultural credit corporations and more credit unions are needed in the State," says B. B. Jones of the Louisiana Cooperative Extension Service. "Insurance companies have been large investors in farm mortgages in the past, but such business seems to be on the decline at present. Commercial banks fill an important place in the mortgage credit system of the State. Many farmers do not deserve a good line of credit because they are unable to use it properly; on the other hand, there are many worthy farmers who have difficulty in securing what they need and can use."

Louisiana State University has issued a bulletin giving the results of its survey.

NEW YORK SURVEY SHOWS
IMPORTANCE OF PUBLIC MARKETS.

Nearly half of all the home-grown produce used in Buffalo, New York, and from 85 to 90 per cent of the quantity used in Rochester, Albany, and Syracuse pass through the public market, according to F. P. Weaver of Cornell University.

Mr. Weaver's survey shows that home-grown produce is used to the value of \$2,000,000 in Albany, about \$3,250,000 in Syracuse, about \$4,000,000 in Rochester, and between \$6,000,000 and \$7,000,000 in Buffalo, or "from fifty to seventy-five dollars worth for the typical family".

In Buffalo, direct selling to consumers on the markets amounts to about seven per cent of the total of home-grown produce used in the city. Sales to grocers are about twenty-five per cent, to hucksters about twelve per cent, and to wholesalers about seven per cent.

In Rochester, sales to consumers are about seven per cent, to grocers forty per cent, to hucksters thirty per cent, and to wholesalers ten per cent. In Syracuse, consumers buy thirty per cent, grocers twenty-five per cent, hucksters twenty-five per cent, and wholesalers eight per cent.

Forty per cent of the home-grown produce used in Albany is bought on the market by the consumers, twenty-five per cent is sold to the growers, and about twenty per cent to hucksters.

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"LARGE FARMS MOST
PROFITABLE," SAYS IOWA.

"Large farms are most profitable, but if they are poorly managed they also can lose most," according to the Iowa Extension Service, following a survey.

The Service reports that "although efficiency in management determines the profit which is secured from a farm, the average profits of Iowa farmers are directly proportionate to the size of the farm, the crop yields per acre, the livestock return, and efficient use of labor and machinery.

"In each farming district of the State the farm management return - the profit after all expenses, interest on investment and wages to the operator and members of his family were paid - rose steadily as the size of the farm increased. Not only was a larger total shown, but the income per \$100 invested increased.

"On the five high farms, one from each district, which made management returns of \$2,975 to \$6,495, the farming area varied from 524 to 800 acres. On the low farms, where the acreage averaged 60 to 80 acres, management losses of \$1,895 to \$3,000 were reported. This does not mean that every small farm loses money nor that every large one makes a large income, but it does indicate the trend of the average large and small farms. The larger the farm, the more money it can lose if poorly managed."

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U. S. STANDARDS FOR PLUMS AND PRUNES (FRESH), 1930 have been issued by the Federal Bureau of Agricultural Economics.

AGRICULTURAL PROBLEMS OF THE
AMERICAS TO BE DISCUSSED.

The practical problems of agriculture of North America and Latin America will be discussed at the Pan-American Agricultural Conference to be held at Washington, D. C., September 8 to 20. Both governmental agencies and private organizations will participate.

The conference will consider broadly the problems of research in agriculture and forest development. Sponsors of the conference also anticipate that in discussing agricultural economics the members will explore the problems of competition which are now beginning to bear heavily on the nations in the tropical and subtropical regions of this hemisphere.

The conference will consider plans looking toward a coordination of research work by groups of the American nations acting in harmony to improve and develop the crops in which they have common interests. It will study the latest scientific methods both for the growing and for the marketing of agricultural products.

In a paper on "Cooperative studies of problems involving the growing and marketing of inter-American crops in competition with crops produced outside the Americas, "Dr. O. C. Stine of the Federal Bureau of Agricultural Economics, points out that "a primary consideration in the development of cooperation is that each country adopt the principle that a full knowledge of all the conditions surrounding and involved in the marketing of any commodity is desirable, and that each country will profit in the long run by a free interchange of information with any and all countries."

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MISSISSIPPI EXPECTS RELEASE
FROM TICK QUARANTINE.

Mississippi's progress in eliminating cattle-fever tick from the 17 counties remaining under Federal quarantine makes it probable that this territory will be released from quarantine before the close of the year, says Dr. R. A. Ramsay of the Federal Bureau of Animal Industry. This would be the eleventh State to get rid of the tick embargo.

Of the 14 States in the South and 1 on the Pacific Coast quarantined in 1906 because of fever ticks, all but 5 have been freed of the parasite and of tick fever. With the completion of tick eradication in Mississippi only four States will remain in the quarantined area - Florida, Texas, Arkansas, and Louisiana.

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DURWARD F. FISHER, who for the last 18 years has worked in diseases of fruits in orchards and storage for the office of horticultural crops and diseases, Bureau of Plant Industry, was recently appointed to succeed Dr. Lon A. Hawkins as leader of the fruit and vegetable handling, transportation, and storage investigations.

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COOPERATIVE EXTENSION SPECIALISTS in Agricultural Engineering will hold their first national conference at Urbana, Illinois, June 11 to 14.

PROBLEM OF INDIVIDUAL GROWER IS
TO REDUCE COSTS, SAYS NEW JERSEY.

"The wide difference between individual costs, farms and conditions of production creates a large problem in considering agriculture as a business and in securing stabilization," according to Allen G. Waller of the New Jersey Extension Service.

"There are many reasons for such large differences in costs and yields," Mr. Waller says, "but they are a part of the actual situation, and affect the realization of plans for stabilizing conditions, where there is no possible actual control of the conditions under which a product is to be produced.

"The largest single factor in lowering an individual's costs is that of yield or production per unit, within reason of course. Therefore, under out present conditions of competitive agriculture, isn't the best solution for the individual producer to grow his products at the very lowest possible cost, by good management and methods that can be followed? The individual should also bear in mind the trends of production and market demands which are a part of the general economic information that is being made available more and more each year."

The results of a four years' survey of costs of producing white potatoes, sweet corn, and market tomatoes in Central New Jersey are given in the "Economic Review of New Jersey Agriculture" of May, 1930, issued by the New Jersey Extension Service, New Brunswick, New Jersey.

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FARM PRICES TREND DOWNWARD
DURING PAST MONTH.

The general level of farm prices on May 15 was 3 points lower than on April 15, and at 124 per cent of the pre-war level, the index of prices paid producers was 12 points lower than on May 15 a year ago.

Lower prices for cotton, grains, meat animals, dairy and poultry products effected the decline from April 15 to May 15. Potatoes, apples, and cottonseed were the only commodities which rose in per unit value during the month.

May 15 indices of farm prices of poultry and poultry products were down 7 points from a month earlier; farm prices of grain were down 5 points; meat animals 4 points, dairy products 3 points, and farm prices of cotton and cottonseed down 1 point. Prices of fruits and vegetables, as a sub-group, advanced 6 points.

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MANY SMALL PACKING COMPANIES are now buying much livestock in the regions where it is produced and are diverting much of it from the terminal markets such as Chicago, according to C. A. Stewart of the National Livestock Producers Association. Where four or five big companies slaughtered more than fifty per cent of the livestock fifteen years ago, they now get only about thirty per cent, Mr. Stewart says.

LAND UTILIZATION PROGRAM IS
NEEDED, SAYS NILS A. OLSEN.

A comprehensive program of land utilization, including a survey of lands in areas of low income and the development of an economic program for such areas, was urged as a means of improving American agriculture, by Nils A. Olsen, Chief, Bureau of Agricultural Economics, in a recent address.

"American agriculture," Mr. Olsen said, "is suffering not only from deflation of land values, from high taxes, and from low price levels for its products, but also from general overproduction and widespread geographic shifts. We have no right to oppose the expansion of agriculture in new areas where, as the result of changed economic conditions, it has become profitable, but the Federal Government and the States are confronted with the problem of dealing constructively with the resulting conditions, in the areas where agriculture has become unprofitable.

"This requires the formulation of a comprehensive program of land utilization. Such a program should involve the classification of lands in areas which are found to be submarginal for farming and the development of an economic program for such areas, facilitating the abandonment of submarginal farms, reorganizing agriculture on lands where physical conditions appear favorable to successful farming, and consolidating areas and segregating forest areas, with a view to reducing expenditures for schools and roads and improving the conditions of forest administration."

RECENT PUBLICATIONS

(Bureau of Agricultural Economics Mimeographs)

"Point Buying of Cotton versus Buying on Quality Basis," address by G. L. Crawford before Economic Section, Meeting of Southern Agricultural Workers, Jackson, Miss., February 6, 1930.

"Marketing East Texas Tomatoes, Summary of 1929 Season," by W. D. Googe.

"Foreign Trade of the United States, Annual, 1790-1929 (Honey and Beeswax)" by Caroline G. Gries.

"Marketing Lower Rio Grande Valley Texas Tomato Crop, Summary of 1929 Season," by W. D. Googe.

"World Wheat Crop and Market Prospects."

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"The Production and Marketing of Strawberries on the Eastern Shore of Maryland" has been issued as Bulletin 315 by the Maryland Experiment Station, College Park, Maryland. The Station has issued also "Cannery Tomatoes - Results of Three Years' Tests of Varieties" as Bulletin 318.

"Methods of Testing the Capacity of Fruit and Vegetable Containers Under the United States Standard Container Acts" has been issued as Miscellaneous Publication 75 by the United States Department of Agriculture.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

Vol. 10, No. 23

June 4, 1930

NORTH CAROLINA AGRICULTURAL
DEPARTMENT EXPANDS ACTIVITIES.

Expansion of services designed to promote standardization and marketing of crops has been announced by the North Carolina Department of Agriculture. The added work includes tobacco grading service at Smithfield, a daily radio market news service from station WPTF at Raleigh, and fruit and vegetable extension activities. Plans are under way for fruit and vegetable inspection at Goldsboro, and in the western part of the State the Department is aiding in the organization of wool pools.

The radio market news service from Raleigh provides for noon and evening broadcasts. The Federal Bureau of Agricultural Economics is cooperating by furnishing daily market news reports by wire.

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PENNSYLVANIA INVESTIGATES SALE
OF "INCUBATOR REJECT EGGS."

Recent investigations have disclosed that some "incubator reject eggs" of very doubtful composition are finding their way into food products, the Pennsylvania Department of Agriculture has announced. Pennsylvania State laws prohibit the sale, for food purposes, of inedible eggs which have been held in incubators for a time and then rejected for failure to incubate, and the Department is asking the 700 hatcheries in Pennsylvania to cooperate in enforcing the law by denaturing inedible eggs, especially all eggs which failed to incubate after having been held in incubators for 15 or 18 days or longer.

The Department estimates that out of approximately 75,000,000 eggs set in the 700 commercial hatcheries in Pennsylvania, annually, 10,000,000 eggs prove infertile, and that an additional 25,000,000 fail to incubate.

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FARM BOARD APPROVES
LOANS TO DAIRY ORGANIZATIONS.

The Federal Farm Board, on May 29, announced tentative approval of loans of \$900,000 to the United Dairymen's Association, Seattle, Washington, and \$450,000 to the Challenge Cream and Butter Association, Los Angeles, California. These associations and the Lower Columbia Cooperative Dairy Association, Astoria, Oregon, which was granted a loan in January, include in their present membership practically all of the dairy cooperatives in the States west of the Rocky Mountains.

OKLAHOMA ESTABLISHES GRADES
FOR IRISH POTATOES.

Establishment of grades and marking requirements for Irish potatoes grown in Oklahoma has been announced by the Oklahoma State Market Commission. The grades are the same as those promulgated by the Bureau of Agricultural Economics, and include U.S. No. 1, U.S. No. 2, and U.S. Fancy.

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NEW JERSEY URGES DAIRY
INTERESTS TO COOPERATE.

Closer cooperation of Eastern dairymen and distributors to hold their local markets was urged by William B. Duryee, New Jersey Secretary of Agriculture, addressing the Eleventh Annual Eastern States Conference on Animal Diseases, at Albany, New York, June 3.

Mr. Duryee said that in order to retain for the East the fluid milk market, "there should be closer cooperation between State regulatory agencies and milk producers." He cited as an example of such unity, the establishment of a Milk Conference Board in New Jersey, which is composed of leading distributors, dairymen, health officials, college authorities, and regulatory officials. This Board offers facilities for a discussion of common problems within the State and in the nearby markets of New York and Philadelphia.

"The New Jersey State Dairy Committee has been organized," he said, "to work out grades for milk." This committee is composed of producers.

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FARM SITUATION AFFECTED BY
COMMODITY PRICE DECLINE.

The markets for American farm products are reflecting the general world decline in commodity prices, according to the Bureau of Agricultural Economics in its June 1 report on the agricultural situation.

"The low price of wheat," says the bureau, "reflects a world-wide condition of declining commodity prices, large stocks, business recession, unemployment, and reduced purchasing power, all of which has operated to the disadvantage of many producers of commodities entering into international trade, including American wheat, cotton, and pork.

"Moreover," the bureau adds, "there seems to be a somewhat curtailed consumption within this country, and it is apparently being felt in the markets for cattle, butter, eggs, lambs, wool, and certain vegetables." The bureau finds "the continued weak market for wheat, as harvest time approaches, naturally depressing to the West. Growers are hopeful but not cheerful. The hopes are largely grounded in the possibility that small supplies in Argentina and shrinking stocks in Europe and the Orient may lead to increased exports from this country during the summer."

FARM BOARD SEEKS ORGANIZATION
OF APPLE INDUSTRY.

The Federal Farm Board announced today that "for several months the Board has been working with representatives of the apple industry in an effort to improve present distribution and sales methods and to develop a plan of marketing in accordance with the provisions of the Agricultural Marketing Act," and that as a result of two meetings with representative growers, "the Board is making detailed preparation for the organization of an apple project."

This project, the Board says, will assist growers in the development of local and regional cooperative marketing associations looking toward the handling of the commodity on a national basis. Federal and State agricultural agencies are being invited to cooperate in the undertaking.

The Board has announced that it "will encourage and assist in the organization and development of local and regional associations in the apple-growing districts of the Cumberland-Potomac-Shenandoah area, Western New York area, the New England States, the Mid-Western States, and the Mountain States. The Board will aid in strengthening existing cooperatives and will help in the organization of new ones wherever local grower sentiment and conditions are favorable to cooperative development and where the particular project offers reasonable promise of success. Local cooperatives will be encouraged to unify their marketing activities and establish regional sales agencies with the hope that eventually there will be sufficient cooperative organization of apple growers to warrant the development of a national sales program."

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COTTONSEED CRUSHERS ADOPT
NEW TRADING RULES.

New trading rules, as recommended by the Federal Bureau of Agricultural Economics, were adopted by the National Cottonseed Products Association in annual convention at New Orleans, May 12 to 14. The rules provide that purchases hereafter are "to be made on Basis, but each transaction is to be settled for on its actual index relation to the description of Basis Cottonseed. Seed having an index above 100 will bring premiums, and those found to have an index or grade below 100 will bring discounts."

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PENNSYLVANIA REPORTS INCREASE
IN BUSINESS OF COOPERATIVES.

Pennsylvania farmers last year did a business of \$54,527,675 through their cooperative selling and buying organizations, as compared with \$48,873,985 in 1928, the Pennsylvania Department of Agriculture has announced. The largest increase in cooperative commodity marketing in 1929, as compared with 1928, was in the distribution of milk and milk products, the increase being attributed "to the greater volume of milk handled by the three interstate milk marketing associations operating in Pennsylvania, since the volume handled by local creameries and milk plants was considerably smaller in 1929 than in 1928." Increased business in cooperative buying is also reported for the year.

ALABAMA INSTALLS NEW
RADIO NEWS SERVICE.

Radio broadcasts of cotton and other markets, three times daily, over station WAPI in Birmingham, and station WSFA in Montgomery, were established, June 2, by the Alabama Department of Agriculture. The broadcasts are scheduled for 9.30 a.m., 12.30 p.m., and 1.30 p.m.

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SURVEY SHOWS IMPROVEMENT
IN CONTAINER MANUFACTURE.

Marked improvement in the industry manufacturing wood containers for fruits and vegetables is reported by the Bureau of Agricultural Economics. There is no longer the multiplicity of containers that looked like what they were not, the bureau says. Both the number of sizes and the number of varieties of containers have been reduced by legislative edict, and manufacturers have been found to be adhering closely to the legal requirements. The bureau is finding fewer containers that fall into the so-called "deceptive" class.

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GROWERS' METHODS INFLUENCE
YIELD AND QUALITY OF WOOL.

Quality and quantity of wool are largely within the control of the sheep raiser, according to a recent report "Wool Fineness as Influenced by Rate of Growth" issued by the United States Department of Agriculture. The department's investigations have shown that uniformity in fineness of wool fibers, an important factor in the quality of the fleece, is influenced by the feeding, breeding, and management under which the wool is grown.

The report has been issued as a reprint from the Journal of Agricultural Research, and may be obtained from the Office of Information, U.S. Department of Agriculture, Washington, D.C.

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"COOPERATIVE MARKETING OF FLUID MILK" by Hutzler Metzger, senior agricultural economist, has been issued as Technical Bulletin 179 by the United States Department of Agriculture.

"METHOD OF TESTING THE CAPACITY OF FRUIT AND VEGETABLE CONTAINERS" has been issued as Miscellaneous Publication 75 by the United States Department of Agriculture.

"HIDDEN TREASURE ON 650 IOWA FARMS IN 1929," has been issued in mimeograph by the Iowa Extension Service, Ames, Iowa. This is a detailed report of farm business records on 650 farms.

LETTUCE - REFRIGERATION IN TRANSPORTATION

John Bonura & Co., Inc., v. Texas & N. O. R. Co. Court of Appeal
of Louisiana, March, 1930 (126 So. 593.)

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Action of John Bonura & Co. against Texas & N. O. R. Co. From judgment for plaintiff the defendant appeals. Affirmed.

Plaintiff sued defendant for \$406.75 damages alleged to have been sustained on a car containing 320 crates of iceberg lettuce, consigned to plaintiff at New Orleans by Louis Garat from Colma, California. The car was shipped on July 27 and arrived at destination on August 5. It is alleged that the loss sustained in connection with the shipment was the result of improper handling of the goods in transit and the neglect of shipper to maintain requisite refrigeration en route. The defendant pleads that if the condition of the shipment at destination was not good this was due to a vice or defect in the property, or to causes over which the carrier had no control and for which it was not responsible.

It appears that the shipment was inspected at shipping point by a representative of the U. S. Department of Agriculture, Bureau of Agricultural Economics, whose certification of inspection was introduced by the plaintiff showing the condition of the lettuce to be good. As indicated in the opinion, the testimony of the plaintiff established the fact that the lettuce was in sound condition when loaded, and if placed in a refrigeration car and properly iced should have been in good condition upon arrival in New Orleans. An examination of the goods upon arrival by plaintiff showed them to be affected with slimy decay or rot. He refused to accept the goods and communicated with the shipper, who disclaimed responsibility, relying upon the certificate of the Government inspector. The plaintiff later accepted the car and at the same time had a Federal inspection and report upon the condition of the lettuce. This report was unfavorable and showed deterioration and decay. The goods were sold at public auction, and the plaintiff claimed the difference between the amount realized from them and what would have been the market value had the lettuce arrived in good condition. The evidence of the defendant showed that the car was sufficiently iced throughout and that it had been re-iced several times en route. This evidence, however, conflicted with that of the plaintiff in view of the condition of the goods upon arrival at destination.

The inspection certificate of the Department of Agriculture was held by the court to prove that the condition of the lettuce was sound when shipped, and the Federal inspector's report at destination established the fact that the lettuce was not in good condition when received, and also that the market on that day was favorable for a sale of the lettuce at a good price.

In discussing the testimony of the defendant, and indicating that it appeared to be inconsistent with the facts, it is stated here:

"The judge a quo found that the merchandise was in good condition when shipped and in a decayed condition when received, and that the perfect icing recorded by the railway company cannot be reconciled with the rotten and decayed condition of the lettuce upon its arrival in New Orleans, and that the railway company had failed to exculpate itself from liability. In short, as we view the reasons for judgment as given by the trial judge, he believed the evidence and testimony of the plaintiff and did not believe the evidence and testimony of the defendant."

* * *

"As we view the case an issue of fact is primarily involved, and a careful reading of the record does not convince us that the judge a quo was manifestly in error. Judgment affirmed"

- H. F. Fitts.

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IN CONGRESS:

- S. 1164, by Senator McNary, an act authorizing and directing the Secretary of Agriculture to investigate all phases of crop insurance, has passed the Senate and has been referred to the Committee on Agriculture in the House.
- H.R.2152, by Mr. Ketcham, an act to promote agriculture of the United States by expanding in the foreign field the service now rendered by the United States Department of Agriculture in acquiring and diffusing useful information regarding agriculture, has passed the Senate without amendment and has been sent to the President of the United States for signature.
- S. 15, by Senator Dale, to amend the Retirement Act, has been signed by the President of the United States.
- S. 108, by Senator Borah, to suppress unfair and fraudulent practices in the marketing of perishable agricultural commodities has passed both Houses and the Conference Committee has made its report.
- S.J.Res.49, by Senator Norris, to provide for the natural defense by the creation of a corporation for the operation of the Government properties at and near Muscle Shoals, in the State of Alabama, was passed by the House with amendments.

MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

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June 11, 1930

Vol. 10, No. 24

CONNECTICUT EXPANDSMARKET NEWS SERVICE.

Arrangements have been completed by the Connecticut Department of Agriculture for the more extensive collection and dissemination of market news on the principal Connecticut markets. The markets are Bridgeport, Hartford, New Haven, New London, Norwich and Waterbury, where the daily press and radio stations are cooperating with the Department of Agriculture in publishing or broadcasting the market news.

Supplementing this service, the department is issuing a weekly report available to wholesalers, trucking concerns, carlot receivers, and shippers covering freight, express and truck receipts of fruit, vegetables, poultry and eggs on the Bridgeport, Hartford, New Haven and Waterbury markets.

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ILLINOIS SURVEYSCORN HUSKING COSTS.

The cost of husking and cribbing corn by hand was 10.4 cents a bushel whereas the cost with one-row mechanical pickers in 1928 and 1929 was 8.3 cents a bushel, and only 6.6 cents a bushel with two-row pickers, says the Illinois College of Agriculture, reporting the results of a survey of corn husking costs.

The hand husking costs, the college explains, were calculated on the basis of detailed cost records which the farm organization and management department collected on 12,000 acres of hand-husked corn. Costs on one-row pickers were secured from 102 farms and on two-row pickers from 64 farms. All figures on cost of husking were secured from farms in east central Illinois.

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NEW YORK STUDIESCURB PRODUCE MARKETS.

Cities of from 10,000 to 20,000 population are large enough to support curb markets, according to Professor F. P. Weaver of the New York State College of Agriculture. Prof. Weaver, in a survey, has learned that the consumption of home-grown fruits and vegetables averages about \$15 for each person a year. If housewives would buy half their home-grown fruits and vegetables on the curb market, as well as part of their butter and eggs, a volume of business of \$75,000 to \$150,000 might be expected in cities of the size indicated, he says.

FARM MOTOR MARKETING
IS SUBJECT OF SURVEY.

The steadily increasing use of motor truck transportation of farm products and its far-reaching effect upon the farm marketing system are being made the subject of extensive study by the Federal Bureau of Agricultural Economics.

The bureau's survey consists of determining the importance of truck receipts of the fruit and vegetable supply in some of the leading market centers of the country, and in ascertaining the volume of truck movement as compared with rail and boat movement from representative producing areas. It will determine also the situation with regard to the re-distribution of produce from the large market centers to surrounding smaller communities.

Representatives of the bureau's various branch offices are being asked to report the volume and sources of trucked in supplies. An attempt will be made also to estimate the approximate per cent of truck receipts from market garden areas which formerly hauled products to market by wagon.

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OREGON EXPANDS
MARKETING RESEARCH.

Expansion of marketing research by the Oregon Extension Service, through the employment of two additional extension marketing specialists, has been announced. J. H. Tull, manager of a milk marketing association at Memphis, Tenn., has been appointed to one of these posts. Mr. Tull was formerly extension marketing specialist in Arkansas, and director of public markets at Memphis. The College has announced that the expansion of the marketing research staff has been made necessary by additional work developed since the passage of the Federal Agricultural Marketing Act.

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CALIFORNIA DEVELOPS
NEW GRAPE PRODUCTS.

The development of new grape products "which will in some measure aid growers to dispose of their crops" has been announced by the Fruit Products Laboratory of the University of California. The products include "a table syrup made of a blend of Muscat grape juice and other white grape juice; a lightly carbonated blend of Muscat and red grape juices; a pure grape soda water of red color and Muscat flavor, and the preservation of grape juice by freezing storage. Other promising products," the College adds, "are powdered grape juice, raisin ice cream, pure grape sherbets and ices, and canned grape juice."

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"CARLOT SHIPMENTS AND UNLOADS OF IMPORTANT FRUITS AND VEGETABLES, for the Calendar Years 1927 and 1928," has been issued as Statistical Bulletin 30 by the U. S. Department of Agriculture.

DIRECT SALES OF HOGS
TO BE REPORTED.

Expansion of its market news service to cover sales of hogs to interior slaughtering plants and large concentration yards in Iowa and southern Minnesota is being arranged by the Bureau of Agricultural Economics, effective about August 1.

The new service will be the bureau's first attempt to gather and disseminate information on livestock buying and selling at points other than public stockyards. The service will include information as to marketings of hogs and prices current by grades and weight selections, and for specified periods, but will not show in any way the volume of business transacted or prices paid by any single agency or by groups of agencies where such groupings would reveal the operations of individual concerns. Reports on prices and supplies will be disseminated daily by radio, by the press, by telegraph, telephone, and by mail.

The work will be in the charge of W.O. Fraser, who will be assisted by G. B. Fundis.

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CLEVELAND PRODUCE SUPPLY
TO BE GOVERNMENT INSPECTED.

All fruits and vegetables (except bananas) received at the new terminal in Cleveland will be Government inspected under an agreement between the Bureau of Agricultural Economics and the Northern Ohio Food Terminal (Inc.) It is estimated that approximately 90 per cent of the fruits and vegetables which come into Cleveland by rail passes through this terminal. The inspection work is under the direction of Karl S. Branch, in charge of the Cleveland office of the Division of Fruits and Vegetables; assisted by about eight inspectors licensed by the Federal bureau.

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DAIRY COOPERATIVES LARGE
FACTOR IN MILK MARKETING.

Approximately 40 per cent, or \$325,000,000 worth of the milk sold in the United States in 1928 was marketed by fluid-milk cooperative marketing associations, according to Hutzler Metzger, agricultural economist, in a report of a survey of the milk industry, just issued by the U. S. Department of Agriculture.

Mr. Metzger says that the rapid growth of cooperative milk-marketing associations started in the World War period and that much of the time since 1920 has been spent in strengthening and perfecting the associations already organized. Of a total of more than 150 milk marketing associations in the United States, 45 that are members of the National Cooperative Milk Producers Federation market approximately \$300,000,000 worth of milk a year.

Mr. Metzger's report has been published by the department as Technical Bulletin 179-T, "Cooperative Marketing of Fluid Milk." The report covers the development of marketing associations in the various leading milk sheds, the types of associations and their methods of doing business, price policies, and the set-up and activities of individual representative associations.

NEW ENGLAND PRODUCTS WOULD BE
CONTROLLED UNDER PROPOSED PLAN.

Establishment of a centralized selling agency, either cooperative or corporate, which would control the distribution of New England farm products, in order to eliminate occasional gluts, maintain price levels, and promote efficient merchandising, was proposed by A. H. Weeks, former Boston wholesale produce receiver, to the New England Association of Marketing Officials in session at Boston, June 5. The marketing officials asked Mr. Weeks to attend the New England Institute of Cooperation at Kingston in order to outline his plan in greater detail at that time.

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DAIRY CHIEF URGES CULLING
OF LOW-PRODUCING COWS.

Studies of the production, feed cost, and income records of cows on test in Dairy Herd-Improvement Associations, have shown that the elimination of the lowest producers from the dairy herd not only increases the average production per cow, but always results in increasing the cash income over cost of feed per cow, according to O. E. Reed, chief of the Federal Bureau of Dairy Industry.

"Our figures indicate," Mr. Reed said, "that culling the lowest-producing 1 per cent of the dairy cows in this country would not lower the milk and butterfat production as much as 1 per cent, but only one-fifth of 1 per cent; and that culling the lowest-producing 10 per cent of our dairy cows would lower milk and butterfat production only 5 per cent."

ECONOMIST ANALYZES DECLINE
IN LAND VALUES.

Why have land values kept on going down for so many years? This question is easier to ask than to answer, said E. H. Wiecking, Bureau of Agricultural Economics, in a recent radio address. "Costs," he said, "are still high in relation to products prices. The tax burden in particular continues to bear very heavily on land ownership. Taxes already are more than 2 1/2 times pre-war, and tax authorities tell us that not only is no relief in sight, but that the normal expectation is for taxes to slowly work still further upward unless drastic changes in the whole tax system are made. Another reason is that some localities, especially in the North East Central States, have had some very bad crop years recently. Again, price weakness cropped out in the late winter markets. A world wide slump in grain prices, lower prices for dairy products, lower lamb prices and perhaps the realization that we are near the top of a beef cattle cycle possibly reacted unfavorably on land values. Finally, there has been an abnormally large supply of land placed on the market. This extra large supply, taken together with an interruption of the normal demand for farms, has been a very depressing influence."

RAILROAD HOLDING GOODS PENDING SHIPMENT
BEARS RELATION OF WAREHOUSEMAN

Rio Grande City Ry. Co. v. Guerra, et al.
Court of Civil Appeals of Texas, March, 1930 (26 S. W.360)

Guerra & Son sued appellant railway to recover \$2,094.01, alleged to be due as the damages arising from the negligent destruction of 23 bales of cotton. In the trial court verdict was for Guerra.

Guerra delivered to the Railway Company 29 bales of cotton for shipment when 71 more bales were to be delivered in order to constitute a shipment of 100 bales. The remainder were in possession of Guerra and were to be delivered at another time. Upon delivery of the 29 bales to the Railway its agent instructed employees of Guerra to place them upon a certain platform for shipping purposes. During the first night the bales were on the platform 23 bales were destroyed by fire. The Railway Company contends that the relation of shipper and carrier had not arisen between the parties, and if the Railway Company was liable it was not as a carrier but as a warehouseman.

Under the agreement that the cotton was not to be delivered until 100 bales had been delivered and that 29 bales were delivered on the first day, it appears that it would take at least two more days to complete the delivery. "It is the ordinary rule that where goods are delivered to be held by the carrier for a certain time before shipment, the liability of the carrier is that of warehouseman. There was an implied agreement between the parties that the cotton should be held by the Railway Company as a warehouseman until the remaining cotton was delivered."

It is indicated in the opinion here that the facts in the case place the Railway Company in the position of a warehouseman; that in such case the company was not an insurer of the cotton and is not liable for its destruction unless its negligence contributed to the loss of the property; that it was liable as a bailee and owed the duty to exercise ordinary care and diligence in protecting the property of Guerra and that unless a breach of the exercise of ordinary care is reasonably apparent from all the circumstances, its liability does not attach.

In the trial court a verdict was instructed for Guerra, but it was not stated whether on the assumption that the Railway Company was acting as a carrier or on the assumption that it was incumbent upon it to show that it was not guilty of negligence as a warehouseman.

It is held here that the cotton was not delivered for immediate shipment and, therefore, the Railway Company could be held liable only as a warehouseman and not as a common carrier. No evidence was presented to show negligence on the part of the company in caring for the cotton, Judgement reversed.

H. F. Fitts.

IN CONGRESS:

- S. 108, by Senator Borah, to suppress unfair and fraudulent practices in the marketing of perishable agricultural products*** was signed by the President on June 10.
- H.R.2152, by Mr. Ketcham, to promote the agriculture of the United States by expanding in the foreign field the service now rendered by the United States Department of Agriculture in acquiring and diffusing useful information regarding agriculture, was signed by the President on June 5.
- S. 1133, by Senator McNary, to amend the Food and Drugs Act by authorizing the Secretary of Agriculture to establish reasonable standards for canned foods*** has been passed by the Senate with amendments.
- S. 3409, by Senator George, to provide for the collection and publication of statistics of peanuts by the Department of Agriculture, has passed the Senate.

Bills Introduced:

- H.J.Res.333, by Mr. Browne, to authorize an appropriation of \$10,000 for the expenses of participation by the United States in the Ninth International Dairy Congress, Copenhagen, Denmark, 1931.
- H. Res. 229, by Mr. Haugen, to define jam, jelly and apple butter, to provide standards therefor, and to amend the Food and Drugs Act of June 30, 1906.
- H.J.Res.354, by Mr. Larsen, to authorize and direct the Secretary Agriculture to provide additional facilities for the classification of cotton under the United States Cotton Standards Act, and for the dissemination of market news information.

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PUBLICATIONS

(B.A.E. Mimeographs)

"Marketing California Fresh Peaches, Summary of 1929 Season," by C.J. Hansen and O. W. Holmes.

"Marketing North Carolina Potatoes, Summary of 1929," by J. D. Hamilton.

"Marketing Arizona Cantaloupes, Summary of 1929 Season," by L. C. Tate.

"Marketing Colorado Pears, Summary 1929 Season," by G. D. Clark.

"Marketing Eastern Shore Cantaloupes, Summary of 1929 Season," by R. E. Keller.

"Getting the Greatest Profit from the Use of Fertilizer," radio talk by Dr. W. J. Spillman.

"What Inspection of Strawberries at the Markets Discloses," radio talk by F. G. Robb.

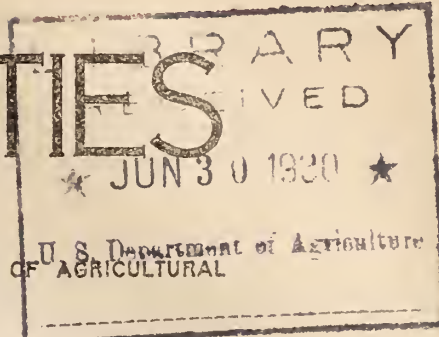
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OFFICIAL STANDARDS FOR THE INSPECTION OF APPLES have been issued by the Federal Bureau of Agricultural Economics. These standards supersede Amendments Nos. 4, 7, and 9 to Service and Regulatory Announcements No. 93.

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June 18, 1930

Vol. 10, No. 25

"PRE-CUT MEATS" TO BE DISCUSSED AT RESEARCH COUNCIL MEETING.

"The distribution of packaged, pre-cut meats," the latest development in meat marketing, will be discussed at the quarterly meeting of the New York Food Marketing Research Council, to be held at New York City, June 26.

Earl R. French, Executive Secretary of the Council, in his announcement of the meeting, declared that "the continued experimental tests in centralized cutting of meats and the expansion in programs of marketing chilled and pre-cooled, packaged cuts, are attracting the interest of the trade, producer and public in a broad way. Observing the progress being made by certain packers, chain and independent stores in introducing and selling under this new order of marketing, also considering the claims advanced concerning its merits, which are that it is more economical and promises eventually to modify greatly the present-day system, many persons are making inquiries to determine full information as to the advantages and disadvantages of the plan.

"As a step in insuring that all angles of the question will receive proper consideration at the June 26th meeting, representatives have been invited from the principal trade groups; also, public agencies."

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AMERICAN INSTITUTE OF COOPERATION SESSIONS TO BE HELD AT COLUMBUS, OHIO.

This year's summer sessions of the American Institute of Cooperation will be held July 7 to 12 at Columbus, Ohio, in cooperation with the Ohio State University. Preparations are being made for an attendance of 1,500 to 2,000 persons. A majority, if not all, of the members of the Federal Farm Board will be in attendance.

United States Department of Agriculture representatives on the program include C. W. Warburton who will deliver an address on the "Adjustment of the Extension Service to New Cooperative Developments"; Asher Hobson on "The American Cooperative and the European Market"; Wells A. Sherman on "The Work of the Interstate Early Potato Committee", and Theo. B. Manny on "Ohio Trends in Membership Relations."

From June 24 until July 12, all mail relating to the 1930 summer sessions of the Institute should be addressed to American Institute of Cooperation, Townshend Hall, Ohio State University, Columbus, Ohio.

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COOPERATIVE WOOL POOLS in Pennsylvania expect to market 600,000 pounds of wool this year, according to the Pennsylvania Livestock Extension Service,

NEW JERSEY ISSUES REGULATIONS
UNDER NEW LICENSING LAW.

Numerous requests are being received by the New Jersey Department of Agriculture regarding the administration of the commission merchants licensing law recently passed in that State. The more commonly asked questions about the law are answered in the following statement by the New Jersey Department:

"Where cash is paid at the time the sale is negotiated, or if the amount purchased on credit is under \$25, no license or bond is required. 'Cash' refers only to currency and not to checks or drafts. If payment is made at the time of delivery this does not come under the exemption privilege since the law has been interpreted by the Attorney General to refer only to the time the sale is negotiated.

"It should be understood that the law applies to brokers and dealers as well as to commission merchants, and these include all grocery stores, hucksters and peddlers who buy perishable produce from New Jersey growers on credit for amounts in excess of \$25.

"All applications for a license are to be accompanied by a bond in the amount of \$3,000 and these must be filed in the office of the Secretary for Agriculture by June 1. The license period starts each year on July 1 and ends June 30, following.

"If a non-resident commission merchant, dealer or broker transacts business in New Jersey or has a representative or agent soliciting business in New Jersey from growers he is required to comply with the law.

"Each licensed receiver and all of his agents are given cards showing that the law has been complied with. Every grower of perishable produce should ask to see the card at the time a transaction is negotiated."

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MONTANA CAMPAIGNS ON LOWER
COSTS OF PRODUCTION.

Alfalfa seed growers in Montana will be urged to reduce man labor costs in a nine days' campaign from June 23 to July 2 by the Montana Extension Service. During this campaign, 14 flatcars loaded with modern machinery and four coaches carrying crop and better tillage exhibits will visit 18 eastern and south central Montana points.

In one coach devoted to the problems of alfalfa seed production, the train will demonstrate that through the use of latest types of implements and proven methods of seeding, cultivation and harvesting, Montana growers can improve their income from this product. While they now receive annually \$1,500,000 from alfalfa seed, the exhibits will point out that the returns could be increased even on the basis of the present acreage.

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RESUMPTION OF WORK in Florida on the Mediterranean fruit fly problem has been announced by the United States Department of Agriculture in cooperation with the Florida Plant Board. "The funds at the disposal of the Department," Secretary Hyde says, "will permit the Department to undertake spray or cleanup work only where actual infestations occur. Intensive inspections will be continued, and it is hoped that conditions will justify an order permitting the shipment of citrus fruits originating outside the zones not actually infested, without sterilization, to the Northeast and Middle West."

TEXAS STUDYING PROBLEMS
IN LOCAL COTTON MARKETING.

The degree to which local markets distinguish between the different grades and staples of cotton, and the extent to which prices paid in the central markets are reflected in prices paid upon local markets, are part of a series of economic research studies being made by the Texas Experiment Station, as reported in its Forty-Second Annual Report, just issued.

The Station says that "during the season 1928-29 samples were secured at Robstown, Henderson, Hillsboro, Lubbock, and McKinney. Altogether 4,949 samples were secured. According to our method of measuring the difference between local and central market values, the local market was paying more for the short-staple cottons than they were selling for in the central market, and less than central market value for the cotton of longer staple length than 15/16 inch. At the close of the season of 1929-30 the data collected during the past four seasons will be summarized for publication."

Other research studies being made by the Station include a study of the type-of-farming areas in Texas; a study of the organization and operation of farms in east Texas; pasture improvement and management in east Texas; a study of ranch organization, methods and practices, and costs of range livestock production in the Edwards Plateau Region; economic significance of the different methods of harvesting cotton, and a study of the mixed carlot movement as a factor in economic distribution of Lower Rio Grande Valley fruits and vegetables.

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MISSISSIPPI IS RELEASED
FROM TICK QUARANTINE.

An order signed by the Secretary of Agriculture, effective July 1, has released the last of the Mississippi counties remaining under quarantine because of the cattle fever tick. Purebred cattle, with which to grade up the native stock, the Department of Agriculture has announced, may now be introduced safely, and after July 1 livestock owners may ship cattle from this area to any market without the troublesome inspection and dipping requirement.

The final clean-up in Mississippi, the Department says, was made possible by a special tick eradication appropriation of \$500,000. When this fund became available early in 1928, 23 south Mississippi counties, or approximately one-fourth of the State, were tick-infested and in quarantine.

Mississippi is the eleventh State of the original fifteen tick-infested States to gain freedom from quarantine restrictions through a systematic program of tick eradication.

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SEVERAL COMPARATIVELY NEW VARIETIES of hard red spring wheat have been introduced in the spring wheat area of the United States as a result of work by plant breeders, according to the U. S. Department of Agriculture. Of these new varieties, Ceres is regarded by the Department as one of the most promising. It has consistently outyielded Marquis in North Dakota, is rust resistant, and of high quality.

NEW JERSEY CERTIFIED SEED GROWERS TO ORGANIZE.

A movement was started during the past month by leading growers of New Jersey certified seed potatoes to provide for the orderly marketing of the annual output through two of the largest distributing agencies in the Central New Jersey potato belt, the New Jersey Department of Agriculture has announced.

"The certified seed industry has grown to such proportions," says the Department, "that New Jersey growers feel the time is ripe for a marketing organization. At the present time practically all of the 52,000 acres of potatoes grown in New Jersey annually are planted with certified seed, requiring more than 250,000 sacks. Of this amount, New Jersey produces only 12,000 to 15,000 sacks. The remainder is bought from Prince Edward Island, Maine, New York, Maryland, Virginia, and Vermont. It has been demonstrated that New Jersey certified seed, planted as a late crop and grown under regulations that tend to eliminate disease, is just as vigorous and satisfactory for seed purposes as that grown in the northern states."

CALIFORNIA EXPERIMENTS WITH ALFALFA HARVESTER.

A new type of alfalfa harvester is being tried at the Davis branch of the California College of Agriculture. This harvester conveys the cut hay between hard rubber rollers where the stems are crushed. The inventor, E. B. Cushman of San Jose, believes that the hay will dry more quickly and therefore will be of better quality.

Tests of the harvester are being made at Davis to determine the rate of drying and the condition of the hay; the mechanical operation of the machine; and to ascertain the loss or gain in vitamins, the palatability and the nutritive value of the product as compared with alfalfa harvested by the usual methods.

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COLD STORAGE STOCKS INCREASED IN SOME LINES.

Cold storage stocks of creamery butter were 50,330,000 pounds on June 1 as compared with 28,369,000 pounds on June 1, last year; of apples there was the equivalent of 463,000 barrels in storage June 1 compared with 392,000 barrels last June; American cheese 49,045,000 pounds against 47,641,000 pounds last June; eggs, 9,174,000 cases against 6,705,00 cases; frozen poultry, 61,202,000 pounds against 41,643,000 pounds. Stocks of meats and lard were smaller than a year ago.

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MORE THAN THREE MILLION LABELS under the New England Quality Products Program have been sold to date to 269 farmers and other users of the labels in the New England territory. These labels are used on apples, eggs, asparagus, celery, potatoes, turkeys, maple products, honey, butter, baby chicks, and hatchery eggs; they are a virtual State guarantee of the quality of the products.

FOUR PROSECUTIONS UNDER PRODUCE AGENCY ACT.

Four cases involving violations of the Produce Agency Act have been tried recently in U. S. district courts in which the defendants plead guilty and paid fines assessed by the court.

In one case, the consignee received ten baskets of apples worth not over \$15 or \$20. The consignee failed to make remittance for these apples and ignored letters from shippers and also from the United States Department of Agriculture. When the case came to trial the defendant plead guilty and was fined the minimum of \$100.

Another case involved a carload of tomatoes shipped from Florida. The car contained 206 crates of tomatoes for which the shipper had not received remuneration. The consignee failed to render any account sales; he claimed that the tomatoes had deteriorated and that the amount received did not allow for any net returns. Investigation showed that the facts did not altogether agree with these statements, and prosecution was recommended. When the case came to trial the judge heard the evidence presented by the Government and then suggested that the complainant and defendant get together and arrange a settlement. This was done, the defendant agreeing to pay \$1 a crate for the tomatoes. When this settlement was reached the judge imposed a fine of \$100 and costs against the defendant.

An express shipment of gladioli in a New England city was involved in the third case. Investigation made by representatives of the Department of Agriculture showed that there was due the shipper an additional amount of \$88.61 and that the account sales had been falsified to this extent. When the case was reached for trial the defendant plead guilty and was fined \$200. The defendant subsequently remitted to the shipper the additional amount found due by the Department investigators.

A carton of vegetable greens was involved in the fourth case in a midwestern city. In this case the consignee rendered no account sales whatever but had remitted the sum of \$234.14, admitting a balance due of \$400, payment of which could not be secured. When this case was tried the defendant plead guilty and was fined the minimum amount of \$100.

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MOTOR TRUCK USE INCREASES DIRECT BUYING OF PRODUCE.

Surveys by the Bureau of Agricultural Economics show that many farmers who formerly hauled or shipped to market centers are now selling produce direct at the farm to so-called truckmen-merchants. These itinerant merchants buy supplies on speculation and may haul to one of a half dozen or more consuming markets within a radius of 200 to 300 miles, or peddle their loads in small towns or rural districts. The business in many instances enables producers to sell products of a grade and condition which it would be impractical to ship by rail.

Produce handlers in market centers, on the other hand, complain that the marketing of these supplies has a depressing effect on prices of shipped-in produce, as it frequently results in an over-supply of the market, and at all times is an unknown quantity in the market situation. The merchants and shippers who hire truckmen to haul their shipments very often do not decide until the last moment in what market they will sell.

SHORTS

THE 1930 LAMB CROP MARKETING YEAR has gotten under way with slaughter supplies in May, the first month, even larger than the unusually large supplies of May last year, and with prices at the lowest level for the month since 1921, said C. A. Burmeister of the Bureau of Agricultural Economics in a recent radio broadcast. This disappointing beginning, he said, is in part a legacy from the end of the previous crop marketing year which brought such disastrous results to lamb feeders.

OF THE 22,000 COWS that are being milked in the United States, 8,500,000 cows are not paying their way, according to J. W. Ridgeway of the National Dairy Council. If we could get rid of these boarder cows, Mr. Ridgeway says, we would be producing practically all of our dairy product needs from 14,000,000 cows and making a nice profit from each one.

REDUCTION OF HOG LOSSES IN MARKET SHIPMENTS is the objective of a campaign being waged by the Maryland College of Agriculture. Careful handling of the hogs will reduce such losses considerably, says the College citing a list of approved shipping practices.

BETTER HANDLING OF EGGS for shipment was urged by a member of a delegation from the poultry and eggs trade that recently called upon the Bureau of Agricultural Economics at Washington. This representative said that disparities between market quotations and the prices shippers receive for eggs are accounted for by discounts which must be assessed because of the presence of large numbers of bad eggs in cases. He urged that agricultural education agencies should stress the subject of better handling.

APPLE PRODUCTION is receiving increasing attention in practically all continental European countries, according to F. A. Motz of the Foreign Agricultural Service of the United States Department of Agriculture. Considerable progress, he says, has been made in most countries in putting the fruit industry on a modern basis, as evidenced by improvements in cultural, harvesting and grading practices, and the introduction of more desirable varieties. In every country the development of the fruit industry is being encouraged and fostered by the Governments. Mr. Motz's complete report on the situation may be obtained in mimeograph form from the Bureau of Agricultural Economics at Washington.

STATISTICS AND CHARTS OF THE APPLE INDUSTRY, compiled by W. H. Youngman, associate agricultural economics, Bureau of Agricultural Economics, may be obtained in a multigraphed report issued by that Bureau.

COST OF RAISING PIGS TO WEANING AGE is the title of Bulletin 272 just issued by the North Carolina Experiment Station, Raleigh, N. C.

FOREIGN TRADE OF THE UNITED STATES in Sheep, Mutton, Lamb, and Wool, is the title of a mimeograph report just issued by the Bureau of Agricultural Economics.

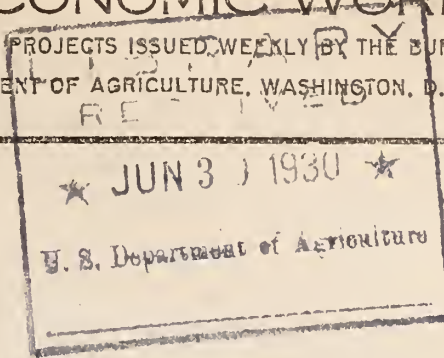
MARKETING ACTIVITIES

AND OTHER ECONOMIC WORK

A REVIEW OF CURRENT SERVICE, RESEARCH AND RELATED PROJECTS ISSUED WEEKLY BY THE BUREAU OF AGRICULTURAL ECONOMICS, UNITED STATES DEPARTMENT OF AGRICULTURE, WASHINGTON, D. C.

June 25, 1930

BUREAU ORGANIZING TO ENFORCE PRODUCE LICENSING LAW.



Vol. 10, No. 26

Rules and regulations for the administration of the Perishable Agricultural Commodities Act for the licensing of commission merchants, dealers and brokers, which was signed by President Hoover June 10, are being prepared by the Bureau of Agricultural Economics.

This law, intended to suppress certain unfair and fraudulent practices in the marketing of fresh fruits and vegetables in interstate and foreign commerce, requires the licensing of commission merchants, dealers and brokers. All persons subject to the Act who plan to be in business on and after December 10, 1930, must obtain licenses from the Secretary of Agriculture. Applications for license should be filed with the Secretary as promptly as possible on forms which will be furnished on request, or which may be obtained from any permanent city station of the market news or inspection services of the Bureau of Agricultural Economics.

"Perishable agricultural commodity," as defined in the law, means fresh fruits and fresh vegetables, of every kind and character, whether frozen or packed in ice or not. The term "dealer" applies to any person buying or selling in carlots. A producer selling only commodities of his own raising is exempted and is not considered a "dealer." Any person buying for sale at retail less than 20 carloads annually is also exempted. The law provides for an annual licensing fee of \$10.

Briefly summarized, the law, under the section dealing with unfair conduct, covers fraudulent charges; unjustified rejection or failure to deliver; discarding, dumping or destroying without reasonable cause; fraudulently making false or misleading statements concerning condition, quality, quantity, disposition, or market conditions; failure correctly to account; misrepresentation as to State of origin; removing or altering tags if such tags represent Federal or Federal-State inspection.

Anyone who suffers from any such violation of the Act may file a complaint with the Secretary of Agriculture for the purpose of securing equitable reparation. Persons violating the Act shall be liable for the full amount of damages sustained, to be enforced by a reparation order of the Secretary of Agriculture or by suit in court. The Secretary's findings shall be prima facie evidence in United States courts.

The law provides a penalty of \$500 for failure to procure a license by December 10 of this year, and \$25 per day for each day any person subject to the Act continues to operate thereafter without a valid license. For violation of the Act, the Secretary of Agriculture may publish facts and suspend licenses for not to exceed 90 days, or for flagrant or repeated violations he may revoke licenses. Parties subject to the Act are required to keep such records and accounts as will disclose transactions and ownership of business. For failure to keep records, the Secretary may publish facts or may suspend licenses for 90 days.

NORTH DAKOTA ELEVATOR
MANAGERS STUDY GRAIN GRADING.

Grading of grain, test weighing and disease identification were subjects studied by approximately 50 elevator managers of Stutsman County, North Dakota, who attended a two-day elevator managers' school at Jamestown the first week in June, according to Thos. Gildersleeve, extension editor, North Dakota Agricultural College.

The grain men gave especial attention to the problem of grain mixture and grain dockage due to smut in wheat. In 1928, Mr. Gildersleeve says, Stutsman County suffered a loss of close to a quarter million dollars because of grain mixture and smut, and steps are being taken by elevator men in the county to reduce this loss.

A poster advertising campaign is being conducted in the county to inform farmers that prices for grain will be based strictly upon its grade. The elevator men are emphasizing the importance of relying upon as few varieties of grain as possible to meet the needs of local conditions. Mr. Gildersleeve says there is a tendency at present for growers to try out new varieties, a practice which promotes grain mixture and consequent market loss through dockage.

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PENNSYLVANIA ADOPTS REVISED
FEDERAL APPLE GRADES.

The revised official standards for apples packed in containers, other than the northwestern apple box, made effective by the United States Department of Agriculture on May 24, automatically become the official grades for use in Pennsylvania, according to an announcement by the Pennsylvania Department of Agriculture.

Growers and shippers of apples are being urged by the Department to acquaint themselves with the new grades and combinations, as well as changes in the old grades.

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NEW ENGLAND INSTITUTE OF
COOPERATION HAS SUCCESSFUL MEETING.

Speakers of national prominence in the field of cooperation addressed the fourth New England Institute of Cooperation at the Rhode Island State College, June 18 to 21. The sessions the first three days were at Kingston, and the last day at the Governor Dyer Cooperative market in Providence, a farmer-owned and farmer-controlled wholesale produce market.

Some of the speakers were C. S. Wilson of the Federal Farm Board; Dr. Clyde King of the University of Pennsylvania; Dr. Frank Bomberger of the Federal Farm Board, and Dr. W. I. Myers of Cornell University, who is in charge of the study of cooperatives in the 12 Northeastern States to be made this summer by the Federal Farm Board.

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THE OLD PLANTATION PIEDMONT COTTON BELT is the title of a mimeographed preliminary report just issued by the Bureau of Agricultural Economics.

ILLINOIS SAYS EARLY LAMBS
BROUGHT MOST MCNEY.

Illinois sheep flock owners who have turned to the raising of early lambs sold their best early lambs during the past spring at twice the price of top lambs held over from last year, according to E. T. Robbins, livestock extension specialist of Illinois College of Agriculture. Early lamb raisers, he says, cashed in their 1930 crop at three to four months of age at very good figures, in spite of the over-supply of big late lambs from 1929. The added profits, Mr. Robbins says, are another argument in favor of the plan of giving lambs an early start, a quick finish, and a prompt sale.

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NEW JERSEY TRUCK SHIPMENTS
SHOW LARGE INCREASE.

Eighty per cent of the fruits and vegetables produced in New Jersey are shipped to market by motor truck, the New Jersey Experiment Station has learned in a survey.

The need of a forecast reporting service for motor truck shipments is described as particularly acute by Prof. A. G. Waller, economist for the Station, who declares that the tremendous increase in truck shipments the last ten years is responsible for less stable market conditions.

The report of the survey, soon to be published by the New Jersey Experiment Station, brings out that the movement of produce-laden trucks over main highways passing through many towns and villages has become "a real menace" to residents. In Hightstown, for example, between 5.30 p.m. and 6.30 p.m. on an August day in 1928, 210 produce-laden trucks were counted passing through the principal street.

"Each year," according to the report, "many producing areas are very materially changing their habits of shipping. Trucking from Vineland has increased so rapidly within the last three years that during the 1928 season 75 per cent of the fruits and vegetables were carried by motor truck. The areas from which produce is trucked have been steadily extended until today berries are brought 600 miles by motor truck to New York from North Carolina in 24 hours."

The report goes on to say that New York received by motor truck approximately 14 per cent of its fruit and vegetable supply during the period covered by the study. Receipts by truck were about equally divided between those for jobbing markets and farmers' markets. Fifty-eight different fruits and vegetables were received by truck.

"The average distance from farm to market, for farmers trucking produce to the New York farmers' markets, was 29 miles. Most of the farmers' market receipts were produced within 50 miles of the market within which they were sold. Fruits and vegetables shipped to New York by truck from a greater distance than 50 miles were sent mostly to jobbing markets. Fruits and vegetables received by truck in the jobbing markets were hauled an average distance of 100 miles, and the hauling was done largely by commercial truckmen rather than by farmers or shippers. A larger percentage of the more highly perishable commodities are shipped by truck than of the bulkier, low-priced, low-freight rate commodities."

CANADA LAUDS EFFECTIVENESS
OF AGRICULTURAL GRADES.

"Grading did it," says Dr. J. A. Grisdale, Canadian Deputy Minister of Canada, discussing the progress which has been made in recent years in the marketing of Canadian farm products.

Several years ago, grades were established in Canada on cereal grains, eggs, bacon, cheese and apples. Action to improve the quality of Canadian eggs was started in 1918 when the per capita consumption was 15 to 16 dozen per year. Since 1918 the consumption per capita has been raised to over 30 dozen, the production more than doubled, and the export trade has practically disappeared for lack of supplies.

"Canadian bacon on the British market," he says, "now frequently tops the Danish product while the spread is never more than \$1 cwt. whereas it was formerly quoted \$6 to \$8 cwt. below the Danish bacon. Canadian cheese on the British market since 1925 has enjoyed a constantly growing premium over one of its chief competitors, the New Zealand product, of 1/2 cent to 2.01 cents per pound. Progress in apple grades has been made in the provinces of British Columbia, Ontario, and Quebec."

IOWA GRAIN INCOME UP
25 MILLIONS IN PAST YEAR.

Iowa farmers received about 25 million dollars more money from the direct sale of corn, oats, wheat and barley in 1929 than they did in 1928, according to figures compiled by John P. Himmel of the Iowa Agricultural Economics Department.

This extra 25 million dollar return, he says, is about a fourth more than that of the preceding year. Nearly three-fourths of the income from the sale of grain was derived from corn. Mr. Himmel says that the larger amount of grain was chiefly responsible for the increased returns.

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LOUISIANA REPORTS ON
SHIPPING POINT INSPECTION.

A total of 2,906 carloads of produce were shipping point inspected in Louisiana during May, by H. S. Moles, supervising inspector, and his group of 90 inspectors, according to the Louisiana Extension Service. Mr. Moles reports that not a car of strawberries was reversed in the terminal markets. Louisiana has sent five inspectors to Mississippi to aid with the tomato inspections, and 6 men to Oklahoma to inspect potatoes. Other men will be sent to a number of other States as the shipping season progresses.

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FACTORS INVOLVED IN BUYING MISSOURI CREAM is the title of Research Bulletin 137, issued by the Missouri Agricultural Experiment Station, Columbia, Missouri.

SUMMER OUTLOOK REPORTS
ARE SCHEDULED.

The summer series of agricultural outlook reports designed to aid farmers in organizing production programs during the coming season will be issued by the Bureau of Agricultural Economics during the next three months.

Outlook reports will be issued on winter wheat July 3, poultry and eggs July 24, sheep and lambs August 4, beef cattle August 25, fall grains September 5, hogs September 15, and feedstuffs September 22. They will present all available statistical data bearing on the domestic and foreign farm commodity situation, an analysis of the various factors that influence agricultural demand and prices, and the long-time outlook for the agricultural industry.

On February 1, 1931, the bureau will issue its annual outlook report for 1931 on all farm commodities, prepared in cooperation with the State agricultural colleges and extension services.

CONSUMERS GAIN IN MARKETS
FOR VEGETABLE OILS.

For the second successive season, the world supply situation in vegetable oils and raw materials have been favorable to consumers, especially to those using the non-drying oils, according to the Foreign Agricultural Service of the Bureau of Agricultural Economics.

Supplies of non-drying and edible vegetable oils and oilseeds, including olive oil, are reported as being considerably larger than at this date last year. Other outstanding features in the world situation, says the bureau, are a tendency toward the accumulation of stocks, prices materially lower than a year ago, and increasing utilization of vegetable oils in the production of edible materials which compete with butter and lard.

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PUBLICATIONS

Recent Bureau of Agricultural Economics mimeographed reports include the following:

"Marketing Colorado Cantaloupes, Summary of 1929 Season," by R. Peterson.

"Marketing Colorado Peaches, Summary of 1929 Season," by G. D. Clark.

"Marketing Oregon-Washington Fresh Prunes, Summary of 1929 Season," by R. H. Lamb.

"Methods of Appraisal and Their Application to Farm Real Estate Value," by E. H. Wiecking, address, Bankers and Land Appraisers Short Course, Illinois College of Agriculture, November 8, 1929.

Recent Department bulletins are:

"Origin and Distribution of the Commercial Strawberry Crop," Technical Bulletin 180, by J. W. Stowbridge.

"Preparation of Fresh Tomatoes for Market," revision of Farmers' Bulletin 1291, by F. Earl Parsons.

MASSACHUSETTS TO SURVEY
MARKET GARDEN FARMS.

A survey to determine the production requirements of the more important vegetable crops is to be made this summer in eastern counties of Massachusetts, the Massachusetts Agricultural College has announced.

This survey will be a continuation of the study of market garden farming and will supplement information secured during the early months of 1929. At that time, complete farm business records showing acreage and yields of the various crops grown, as well as complete receipts and expenses for operating the farm as a whole, were secured.

In the present survey, an attempt will be made to obtain the amounts of labor, fertilizer, spray material, etc., that are required in the production of individual crops. With these production requirements known, current cost rates can be applied from year to year and production costs per acre or per box of produce thus determined.

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"PRE-CUT" MEATS
CONFERENCE UNDER WAY.

As we go to press (June 26) commercial and Government representatives are meeting in New York City, under the auspices of the New York Food Marketing Research Council, to discuss the newest departure in meat retailing, the distribution of packaged ,pre-cut meats.

"Packaged Meats" is being discussed by G. M. Troutman of Swift & Co., Inc.;" Changes in Retail Meat Distribution" by B. F. McCarthy, marketing specialist of the U. S. Department of Agriculture; "'Fresher Cut', Packaged Meats" by Frank I. Parsloe, of H. C. Bohack & Co.; "Distribution of Packaged, Quick Frozen Meats" by Marion Harper of the General Sales Co., and "Distribution and Retail Sales of Frozen and Fresh Packaged Meats" by George Kramer of the National Association of Retail Meat Dealers.

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BULLETINS recently issued by the Department of Agriculture, University of Minnesota, include:

"Incomes and Expenditures of Minnesota Farm and City Families," by C. C. Zimmerman.

"The Combine Harvester in Minnesota," by A. J. Schwantes, et al.

"Types of Farming in Minnesota," by L. F. Garey.

"Utilization of Sugar Beet Tops," by C. H. Eckles.

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RECENT RADIO TALKS, obtainable in mimeograph from the Bureau of Agricultural Economics, include "The June Grain Markets" by G. A. Collier; "Fruit Crop Prospects on June 1," by Paul Koenig, and "The June Crop Report" by W. F. Callander.

